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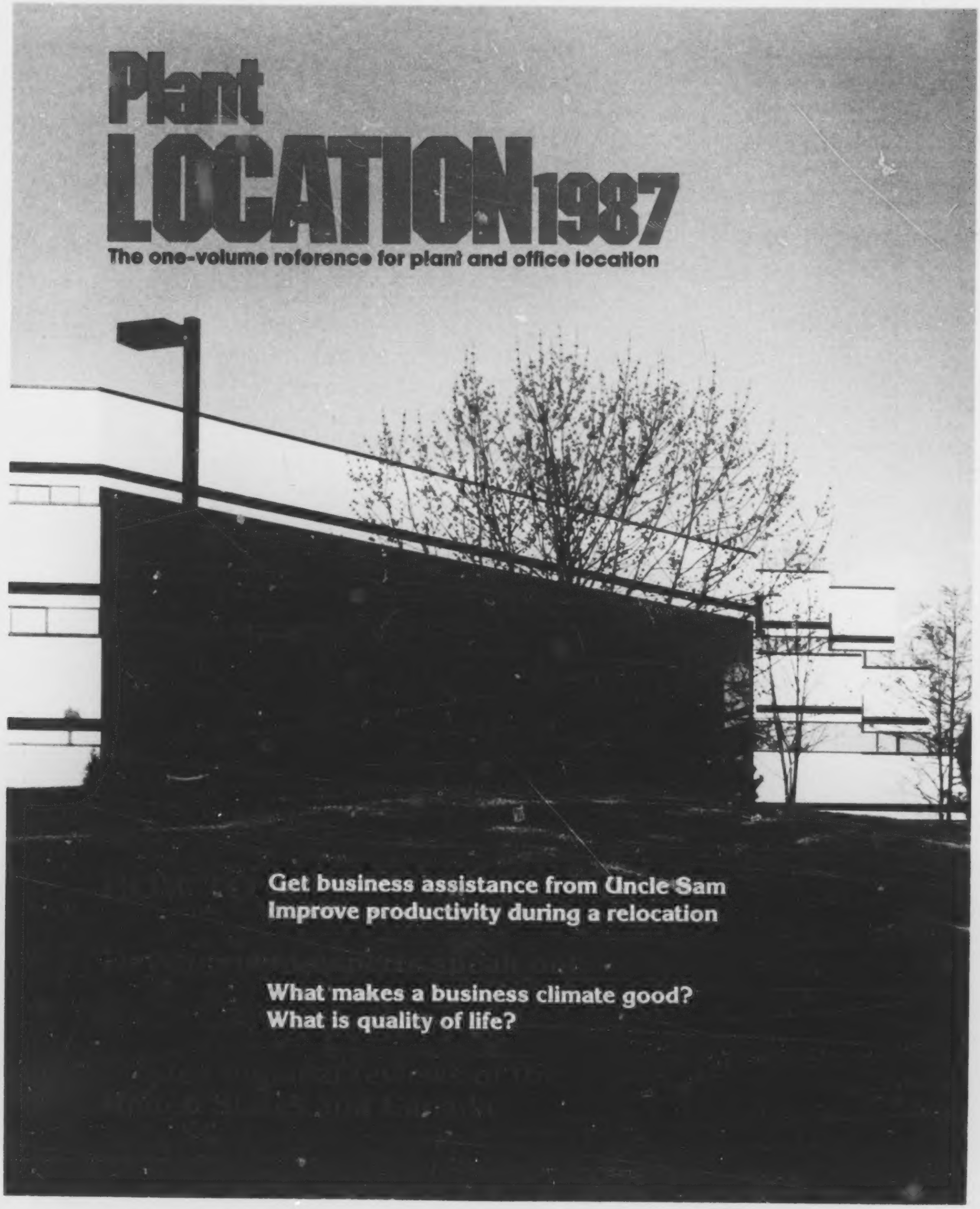

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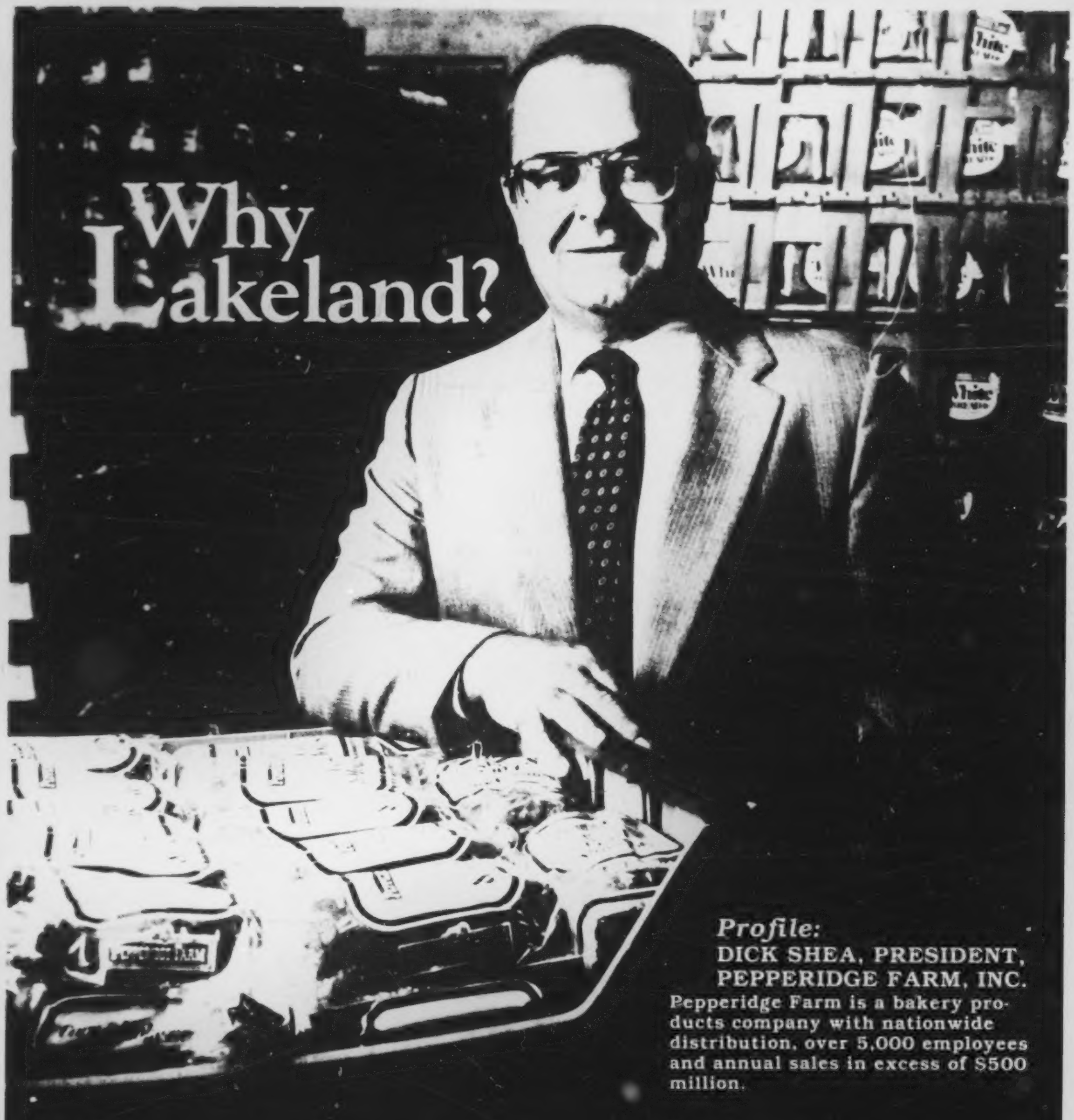

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Cover photo courtesy of Bellemead Development Corp.

What determines a good business climate?

23 development experts give their views

by Ted Levine and Susan Lomenzo

A "good business climate." As site selectors, that's a term you hear every day. But what are the most important components of a good business climate? Who is the best source of information on it? Do corporate relocation experts agree on what the term really means?

In our efforts to define this frequently used but elusive phrase, Development Counsellors International asked 23 professional area developers from around the country to give what they consider to be the four most-favorable and four least-favorable characteristics of a business climate.

What we found was a surprising list of priorities. For instance, some recent studies have told us that the "quality of life" factor is rapidly becoming the number one, or at least the number two, consideration for corporate relocators. However, in our survey, only one out of the 23 development professionals surveyed listed quality of life as the primary concern in a facility location decision. And only six indicated that it was among the top four elements of a good business climate.

The appearance of a locality had little bearing on our experts as well. A physical impression of deterioration was cited by only six respondents as being one of the four worst signs of a business climate. And such bottom-line considerations as fiscal incentives and available business space were not at the top of the list either.

What *was* immediately apparent from our survey results was that there is no one, absolute definition of a good business climate. However, important trends that define what site selectors should look for and what they should avoid in a business climate did emerge. Here's how the experts responded.

Survey results. Our survey was composed of three questions. Each question was followed by a list of elements, and the respondents were asked to rate each element in order of its importance to the question.

***Robert Smithwick,** Norfolk, "A good business climate has a strong commitment by public and private sectors."*

Question #1: What do you consider to be the main features of a good business climate?

The following are the top four choices out of the 12 offered.

(1) **Public/private sector partnership.** Eleven of the 23 development professionals rated a strong partnership between the public and private sectors as the number one factor.

"A good business climate is one where a strong commitment to economic development exists on the part of both the public and private sectors. The local business community should be the investors and risk-takers, and the public sector should be there to support those efforts," according to Robert B. Smithwick, director of the Norfolk (Va.) Department of Development.

Rick L. Weddle, vice-president of economic development for the Metropolitan Tulsa Chamber of Commerce, had this view: "Community consensus for economic growth...manifests itself in the commitment of business/public leadership. Unless solid community consensus is reached and maintained, general business climate situations will erode over time."

***J. David Wansley,** Winston-Salem, "The quickest measure comes from discussions with business people."*

And Walter M. Lee, III, president of the Mobile Area Chamber of Commerce, stressed the importance of finding out if there is "a track record of the public and private sectors working together to solve community problems" in a perspective area.

(2) **Unity of the business community.** Existing businesses and business leaders can make or break a community's image by whether or not they project a willingness to foster new growth and whether they illustrate that conditions for growth exist.

Mr. Levine is the president and Ms. Lomenzo is an account executive at Development Counsellors International, New York City.

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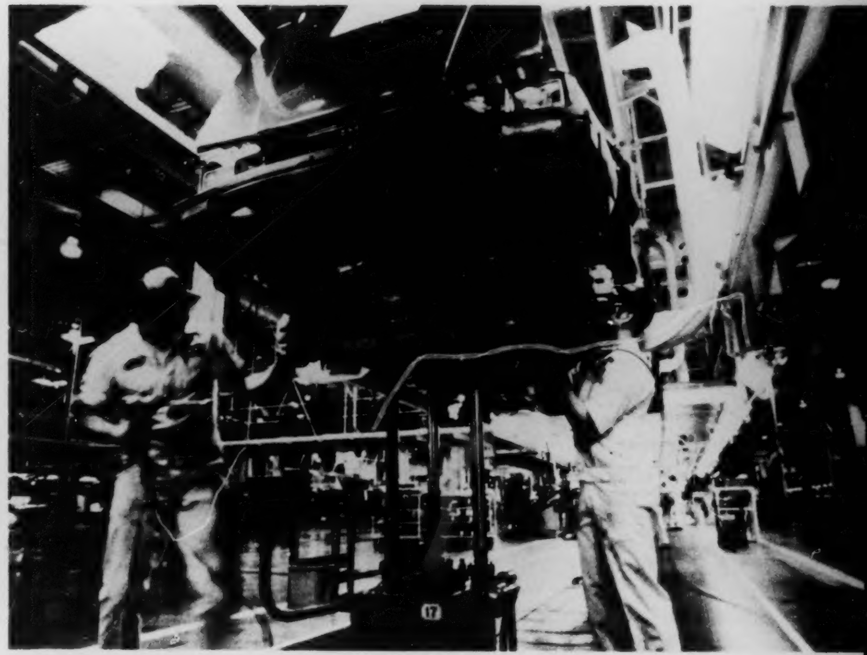

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This was nicely summed up by J. David Wansley, director of economic development for the Winston-Salem Chamber of Commerce: "The quickest measure [of a good business climate] can be obtained from frank and probing discussions with business people in similar fields to the site selector." Mr. Wansley goes on to suggest that the site selector "include questions like 'What is the biggest problem facing this community?' and 'What is the community doing to solve this problem?'" when speaking with business leaders.

Richard D'Attilio, *New York, "Speak with a cross-section of executives."*

Richard Knowlton, *Savannah, "A community serious about development will have a unified development initiative."*

Harry Foden, *Arthur D. Little, Inc., "Participation by business leaders in community efforts is key."*

Don Newton, *Birmingham, Ala., "The initial response is the critical factor."*

To determine the level of unity and commitment in the local business community, Richard D'Attilio, manager of industrial development for New York State Electric & Gas Corp., suggests "speaking with a cross-section of corporate executives already located within the area...such firms have already tested the waters and are good sources on community, business, and government attitudes and relationships."

And Richard D. Knowlton, Jr., president of the Savannah Economic Development Partnership, reiterates that "a community serious about developing job opportunities will have a unified economic development initiative with strong involvement from its local government, its business community, and its citizens."

(3) **Commitment to planned development by the business community.** Participation in the community by the business sector is also an important indicator. Are local business leaders actively involved with business development efforts? Do they support business and cultural agencies that are responsible for overseeing development?

According to Harry G. Foden, vice-president of Arthur D. Little, Inc., "Easy voluntary participation by business leaders in a variety of community efforts, ranging from voluntary community groups to public service" are characteristics to look for.

"Synergism, commitment, vibrancy...[are] perceived in a city through its business leadership," chimes in Arthur Sherrer, Jr., executive vice-president of the Jacksonville Chamber of Commerce.

(4) **How a site selector is treated.** The initial response by the community to a site selector's inquiries should be fast and accurate. "The thoroughness of the initial response is a critical factor," says Don A. Newton, executive vice-president of the Birmingham (Ala.) Area Chamber of Commerce.

In addition, accurate information and access to key individuals should be available. "A well-coordinated visitation schedule, the selection of successful business persons to be seen in the community, meetings with the jurisdiction's political leaders to include the local chamber of commerce, and several success stories of clients who have recently moved to the location in question are all important," says Eric E. Dawson, commissioner of commerce, U.S. Virgin Islands.

And the site selector should get the impression that the community is interested in his business by the way he is treated. As Anthony Pratt, director of the Bahamas Agricultural and Industrial Corporation, says, "...the site selector [should] receive prompt, courteous, efficient handling and accurate information, coupled with an attitude that communicates confidence in the place and the prospect."

Those are the top four elements of a business climate, according to our experts. There were, however, a number of additional considerations that should be taken into account when looking for a good business climate.

Mark E. Turner, executive director of the Broome County (N.Y.) Industrial Development Authority, cites that "reviewing business and personal taxing policies, as well as the community's long- and short-term labor climate regarding work stoppages, labor rates, etc., will indicate whether the basic, necessary infrastructure is present."

Other conditions given include the availability, cost, and skill level of the work force; a location close to markets; good access to transportation lines; and streamlined regulatory and permit-issuing processes for new and expanding businesses.

Question #2: What do you feel are the hallmarks of a negative business climate?

The respondents were asked to rank the eight factors given in order of importance. The top four negative factors of a business climate shed new light on the biggest mistakes a prospective community can make in attracting new business, and they indicate what a site seeker should look out for.

(1) **Negative comments by local business people.** Twelve (or more than half) of the 23 area developers indicated that this was a major negative influence.

(2) **Real or apparent no-growth policy.** A community's inability to see itself expanding or to plan for future growth creates a poor business climate.

(3) **Slow or inaccurate response to a site selector's inquiries.**

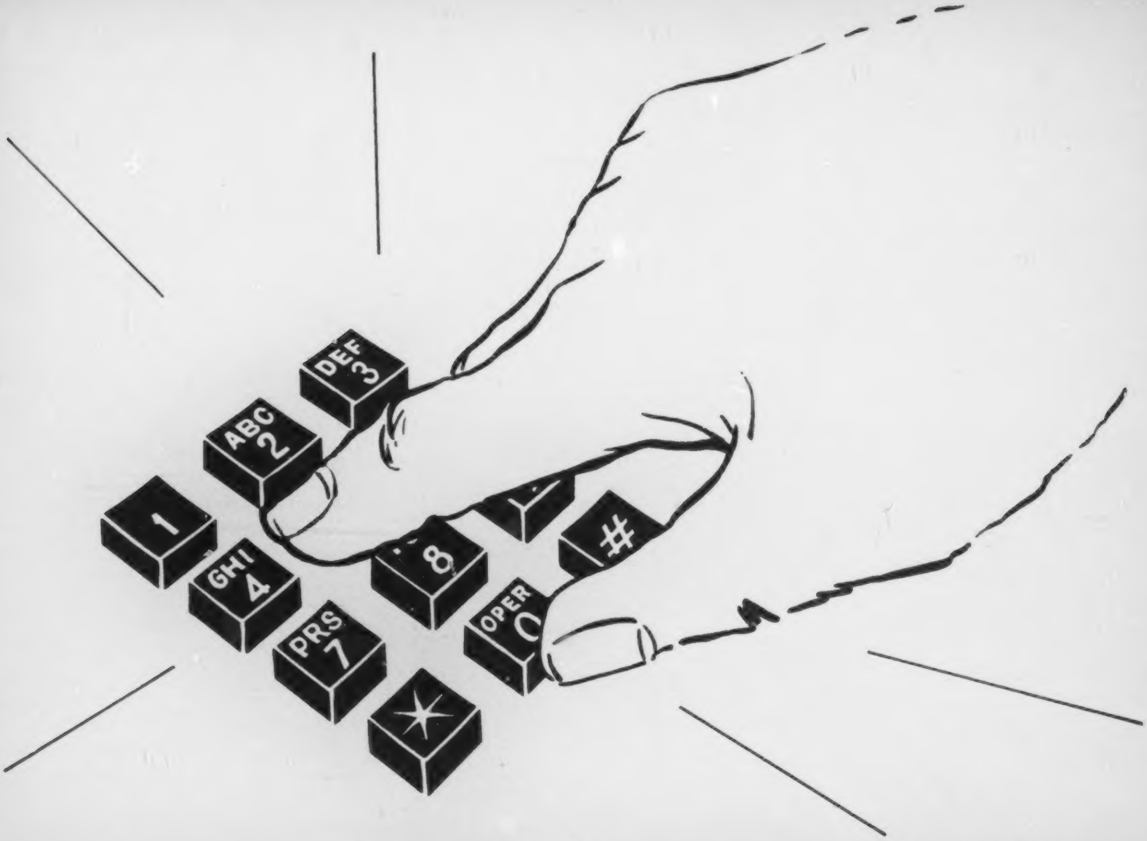
(4) **Poor treatment of a site selector on his or her initial visit to the region.**

Other elements of a negative business climate mentioned include poor labor relations, anti-business legislation, and a lack of strategic planning.

Question #3: Which people best communicate a community's business climate to a site selector?

The most frequent response to this question was private business people in a field similar to that of the site selector. Second in line were the private developers—i.e., banks, utilities, and real estate brokers.

A regional development organization was also cited as an important source of information. "Contact with a strong local development corporation, which exhibits and reflects a spirit of cooperation and imagination, will enable the site selector to accomplish his job in a minimum of time," states Francis A. Lapham, president of the Clinton County



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Mark Turner, *New York, "Review business and taxing policies."*

Daniel Whitehurst, *Fresno, "Assuming requirements have been met, the rest is chemistry."*

Alex Darragh, *Laventhol & Horwath, "Strong public and private leadership is crucial."*

(Ia.) Area Development Corporation.

In addition, the existence of such an organization indicates the community's commitment. As Tom R. Ferguson, president of Miami's Beacon Council, notes, "If a community has a well-funded and well-staffed economic development organization, this is usually an indication of a community that wants to help business grow."

Another important source of information on the local business climate was pointed out by a number of respondents, including W. Ray Cadwallader, director of economic development for the Toledo/Lucas Port Authority. He suggests that a site selector should "read four straight weeks of the local newspaper to get a handle on the political and business climate."

Intangible elements. Although there are certain tangible elements that make up a positive climate for business, as we've stated, there still remains an element of the intangible.

Regarding this intangible factor, David M. Gillece, deputy director of the Greater Baltimore Committee, says, "More than anything else, [a good business climate] is an attitude...expressed primarily by the business community, political leadership, and the citizens."

Similarly, Daniel K. Whitehurst, president of the Fresno County Economic Development Corporation, states, "Assuming the logistical requirements have been met in a particular community, the rest is 'chemistry'...Do the trends seem positive and is the mood receptive? I'm calling it chemistry, but it's not a scientific conclusion at all—it's intuitive."

Conclusion. Is it possible to define a good business climate? The answer is yes—and no.

However, as our survey shows, there are quantitative factors that determine a good business climate, and the foremost of these is the participation of the business community in the marketing efforts of a region.

"Strong public and private leadership in economic development is a crucial element of a community's business climate...it provides for long-term commitment to growth and development that will help insure the community's opportunities for future business expansions," sums up Alex Darragh, manager of economic development for Laventhol & Horwath.

So this sense of public, private, and civic cooperation in a community is the most essential element in a good business climate. It is this that assures you, the site selector, that the community is committed to bringing in new business now and in the future. And, it is this that assures you that you're making the right location decision. ☐

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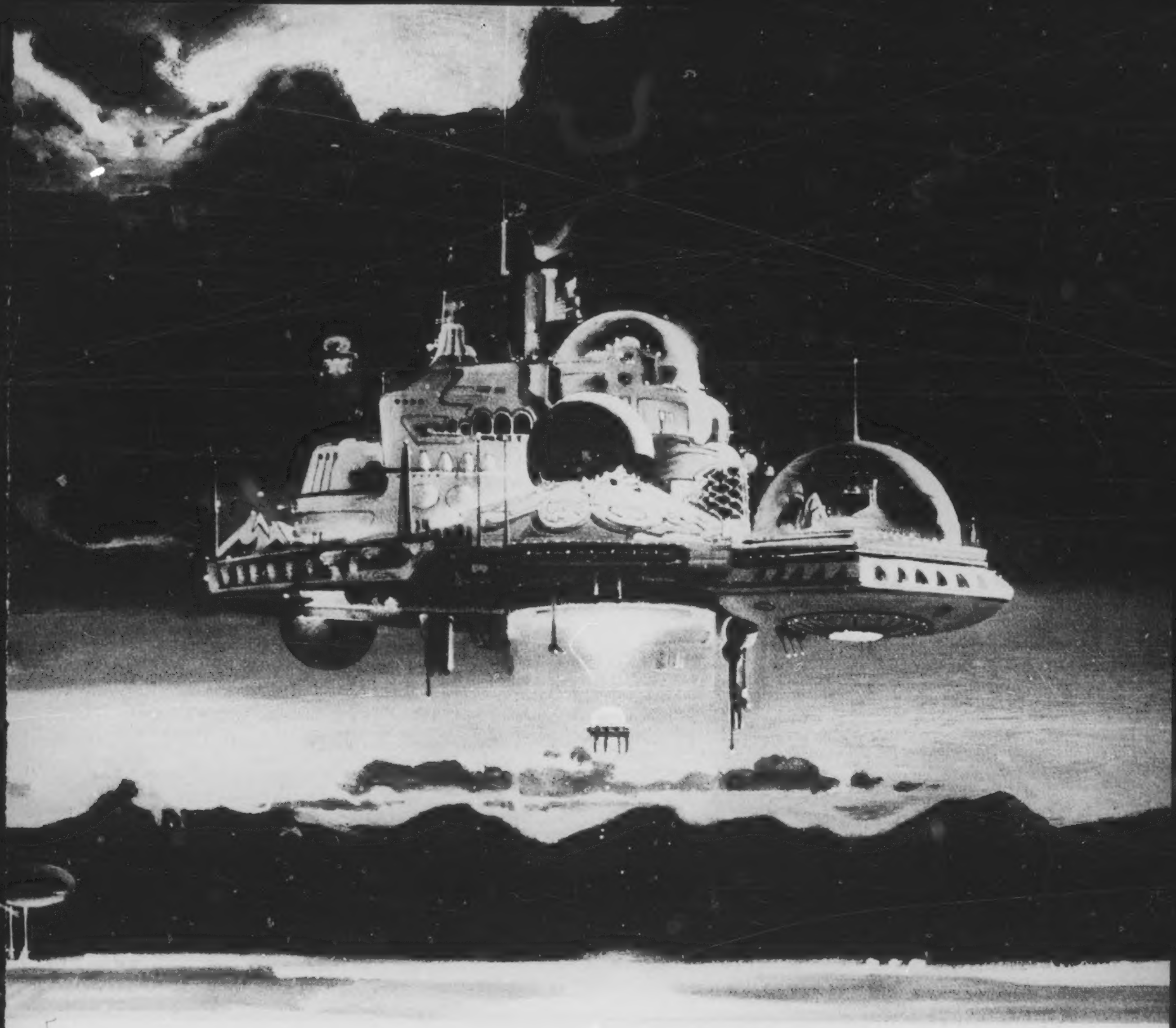

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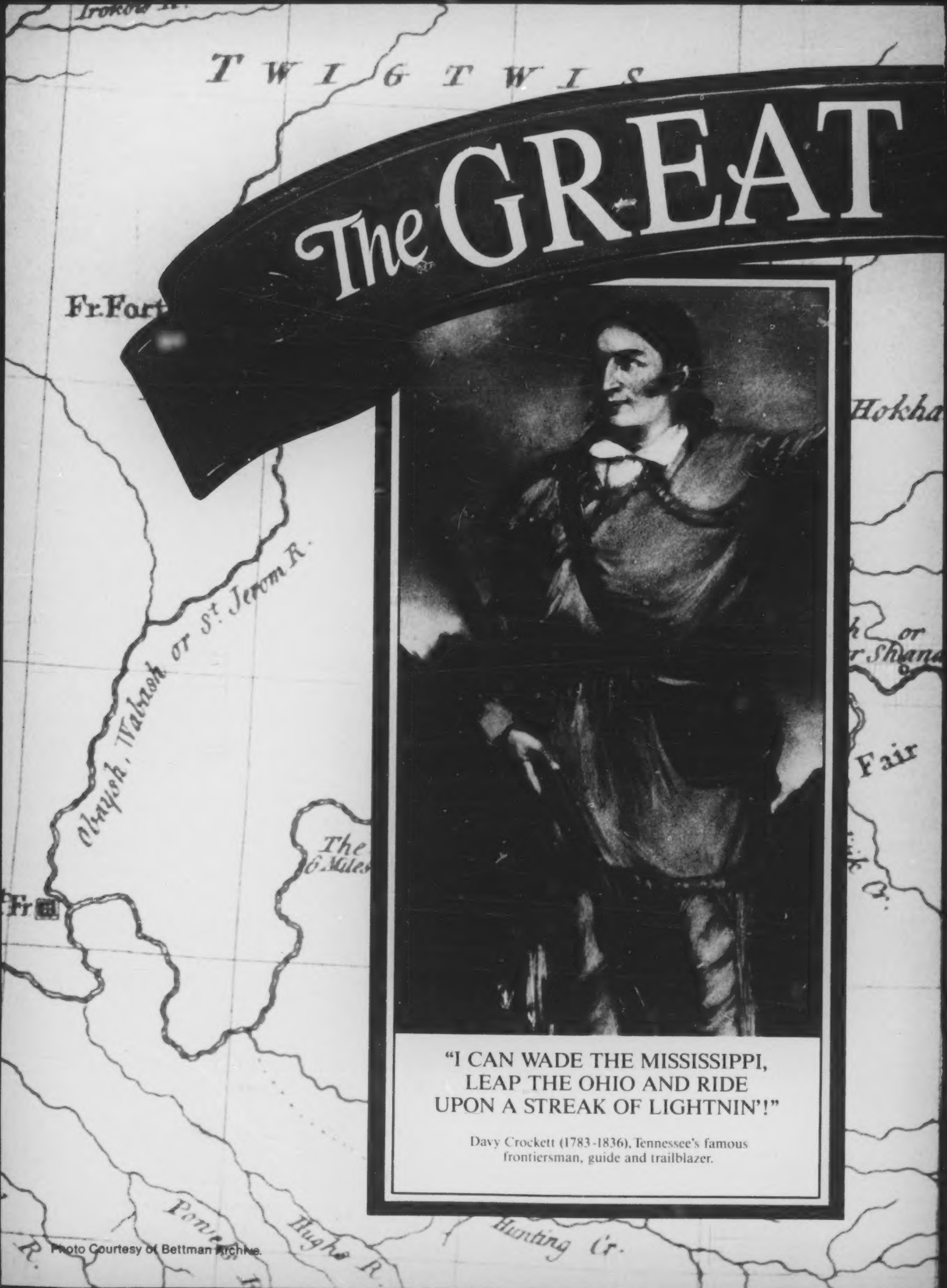

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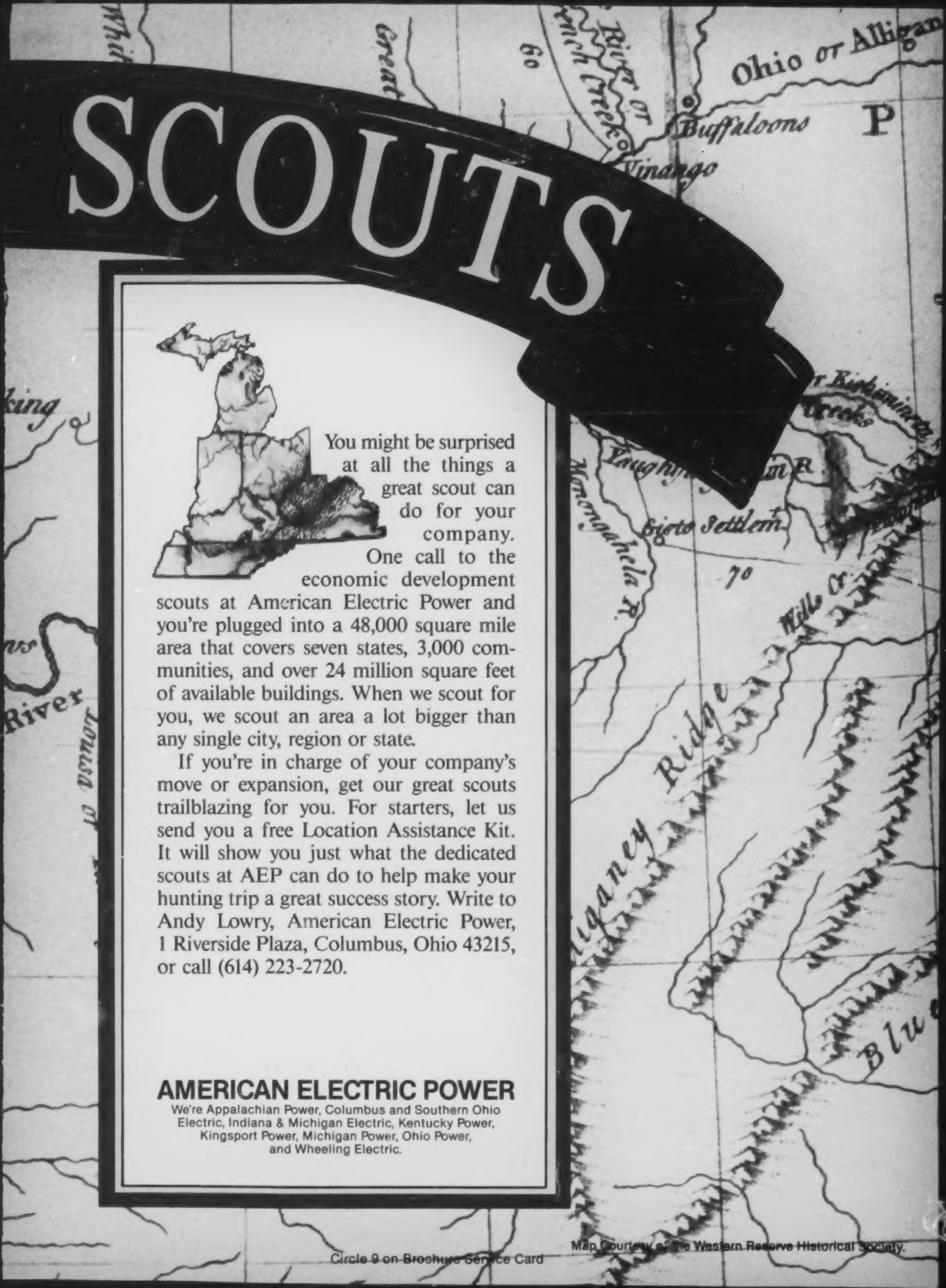
Davy Crockett (1783-1836), Tennessee's famous frontiersman, guide and trailblazer.

Photo Courtesy of Bettman Archive.



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Map Courtesy of the Western Reserve Historical Society.

What is quality of life

Everyone's talking about it, but what does it mean to site seekers?

by Pamela L. Streeter, editor

All of the sudden, businesses are altering their site selection strategies.

It used to be that the prime consideration in a corporate move was to find a spot where business would most profit. An area's zoning laws, tax structure, construction rates, utility rates, transportation system, and market location would be looked at to determine the best location.

This is no longer strictly the case. Site-location decision makers are placing new emphasis on finding a site that will benefit the employee as well as enhance the corporate bottom line. To achieve this, site seekers are examining regional and local features that would most have an affect on and most appeal to their employees' outside needs. In other words, quality of life is moving higher and higher up on the site seeker's list of priorities.

Is this a good trend? How important is quality of life really in a site selection decision? What makes up quality of life? To find answers to these questions, *Plant Location* surveyed a number of economic developers across the country for their opinions. The following is based on those results.

Definitions. What *is* quality of life? From the survey responses, the answer seems to be composed of a variety of factors.

Quality of life is "a lifestyle that provides the elements needed to retain and attract the workers you need," according to Fred Harris, economic development director of the Nashville Area Chamber of Commerce. It is "more than a paycheck, [it is] living, cultural, and recreational things to do after working," says Charles Krupp, economic development coordinator for the City of Grand Rapids.

James Hays, executive director of the Santa Maria Valley Development Association in California, defines quality of life as "sufficient goods, services, recreational and cultural activities so that long trips to satisfy these are unnecessary." And for James Bruehler at the Ottawa (Ill.) Chamber of Commerce, quality of life is the "potential for living and working in a near 'vacationland'."

What specifics make an area a "near vacationland?" For a concrete definition, *Plant Location* offered 14 factors to its survey respondents, asking that the factors be rated either most important, moderately important, relatively unimportant, or not important to quality of life. Results were determined by the number of "most important" votes received for each factor.

The 14 factors were: educational system; accessibility to retail centers; recreational facilities; political climate; number and quality of health-care facilities; proximity to a major city; housing availability; cultural facilities; area infrastructure; climate; cost of living; tax structure; size, age, and median income of population; and public transportation facilities.

Out of the above factors, the most important was determined to be the area's educational system. This was the only feature given the highest rating by all of the respondents.

The area's infrastructure (water, sewer system, utilities, etc.) was rated the second-most important feature.

Recreational facilities, health-care facilities, and cultural facilities tied for third.

In fourth place were the availability of housing and the area's political climate.

And factors rated as important but to a lesser degree included tax structure, access to retail centers, climate, proximity to a major city, and the area's cost of living.

Surprisingly, public transportation didn't receive a single "most important" vote. In addition, population considerations (size, age, and median income) received a low rating.

Some considerations not listed in the survey were commented on. James Hays gave the community's attitude toward business as most important for a favorable quality of life. Jerry Mallot, president of the Wichita Area Chamber of Commerce, included the image or perception of the area and the quality and vitality of the downtown area as most important factors; in addition, he listed the area's natural assets as a moderately important factor.

University access and child-care availability were mentioned by Dyan Lingle, director of economic development in Maryland's Prince William County. Other comments included the community's enthusiasm for new people and industry; a stable and good city management; clean, unpolluted area; and a low crime rate.

Importance. For the most part, the emphasis being put on quality of life as a site-selection factor is viewed as a very important trend. It indicates the realization by corporations of the value of good, loyal employees. It also indicates the realization that if the employees are happy, the company will benefit.

"People are usually a corporation's most important resource and highest concern. Quality of life affects the organization's people and others they would hope to attract," according to Dyan Lingle. This sentiment is echoed by Charles Krupp: "Quality of life makes working worthwhile for the entire family and makes working enjoyable."

On the other hand, determining quality of life may not be the most important factor for everyone. "It depends on the type of industry," says James Covell, executive vice-president of Albuquerque Economic Development. "For a plant that will employ mostly local, blue-collar workers, the criteria is different than one with a high percentage of engineers in its workforce." In addition, Fred Harris comments that the importance of quality of life "depends on how many people you are moving and how many skilled and technical people you need."

In either case, most people agree that quality of life should rate as one of the top considerations in site seekers' decisions.

The impact of this is not going unnoticed by state governments. It was reported in the results of Grant Thornton's *Seventh Annual Study of General Manufacturing Climates* that "states are broadening their definition of economic development to include education, human resources, employment and training, and other quality of life considerations." It continued: "In fact, quality-of-life features now are given equal weight to infrastructure development, as states endeavor to keep and maintain a competitive edge in the struggle for economic stability."

So in the eyes of site seekers and state developers alike, the quality of life can greatly enhance or detract from an area's saleability. This new attention paid to the concerns of the employee and the requirements of the company creates a whole set of criteria that needs to be evaluated by site seekers before a new location is decided on.☐

Quality of Life Checklist

Below are features that contribute to an attractive quality of life in an area. By reviewing these factors before deciding on a location, site seekers will help insure that the chosen area will suit their employees' needs as well as the needs of their company.

- Educational system
- Infrastructure
- Health-care facilities
- Recreational facilities
- Cultural facilities
- Housing availability
- Political climate
- Access to retail centers
- Tax structure
- Climate
- Cost of living
- Enthusiasm of community for people & industry
- Image of area
- Downtown quality & vitality
- University access

How to get business assistance from Uncle Sam

Here are some guidelines to what's available and where to call in Washington

A new or growing business usually needs all the assistance it can get. The federal government offers lots of help, but many businesses wouldn't know where to begin to seek that help.

To start the search, the following outlines selected government departments that have agencies and programs to assist businesses. The listings are broken down by department and then by office. A brief description of the services offered follows each address. The numbers in parentheses after each agency or program name relate to the subject index at the end of the listings.

DEPARTMENT OF COMMERCE

Roadmap Program (1)
Business Liaison Office
Department of Commerce
14th & Constitution Ave., N.W.
Washington, DC 20230
(202)377-3176
Assistance: Provides guidance through the federal maze. Answers inquiries on government policies, programs, and services, and provides information on published materials.

Consumer Affairs Office (2)
Department of Commerce
Rm. H5725, 14th & Constitution Ave., N.W.
Washington, DC 20230
(202)377-5001
Assistance: Provides advice and technical assistance to businesses regarding problems and issues of concern to consumers.

Office of Small & Disadvantaged Business Utilization (3)
Department of Commerce
Rm. H6411, 14th & Constitution Ave., N.W.
Washington, DC 20230
(202)377-5614
Assistance: Helps small and disadvantaged businesses to a fair share of government procurement opportunities.

Bureau of Economic Analysis (4)
Regional Input-Output Modeling System
Department of Commerce, Rm. 313
1401 K St., N.W.
Washington, DC 20230
(202)523-0594
Assistance: Offers data showing the economic effects of public/private projects and programs on specific regions.

Bureau of the Census (5)
Data User Service Division
Department of Commerce
Washington, DC 20233
(301)763-4100
Assistance: The principal source of business information relating to manufacturers, retail trade, wholesale trade, construction trade, and services, both from five-year census programs and from annual, quarterly, and monthly survey programs.

Minority Business Development Agency (6)
Minority Business Information Network
Department of Commerce
14th & Constitution Ave., N.W.
Washington, DC 20230
(202)377-2414
Assistance: Collects and disseminates information of importance to the establishment and operation of minority businesses through a nationwide business information network.

National Bureau of Standards:
Energy-Related Inventions Office (7)
Department of Commerce
Building 225, A46
Gaithersburg, MD 20899
(301)921-3694
Assistance: Helps individual inventors and small R&D companies develop promising energy-related inventions

National Center for Standards & Certification Info. (8)
Department of Commerce
Administration Bldg., Rm. A-629
Gaithersburg, MD 20899
(301)921-2587
Assistance: Provides up-to-date information on standards and certification programs; maintains computerized data bases for rapid retrieval of information on more than 28,000 U.S. voluntary standards.

National Technical Information Service:
Applied Technology Office (9)
Center for Utilization of Federal Technology
Department of Commerce
5285 Port Royal Road
Springfield, VA 22161
(703)487-4838
Assistance: Office works with hundreds of federal laboratories and agencies to make their technology, facilities, and expertise available to business and industry.

Federal Patent Licensing Office (10)
Center for the Utilization of Federal Technology
Department of Commerce
5285 Port Royal Road
Springfield, VA 22161
(703)487-4732
Assistance: Offers patent licensing opportunities for U.S. businesses.

Computer Products Center (11)
Department of Commerce
5285 Port Royal Road
Springfield, VA 22161
(703)487-4763
Assistance: Links businesses with newly developed federal software and data files.

R&D Information (12)
Department of Commerce
5285 Port Royal Road
Springfield, VA 22161
(703)487-4600
Assistance: The central source for the public sale of government-sponsored research, development, and engineering reports, as well as computer software and

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This information was excerpted from the 1986-1987 edition of the Directory of Federal and State Business Assistance. *For complete information, contact the National Technical Information Service, U.S. Department of Commerce, 5285 Port Royal Road, Springfield, VA 22161.*

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data files.

National Telecommunications & Information Administration
Office of Policy Analysis & Development (13)
Department of Commerce
14th & Constitution Ave., N.W.
Washington, DC 20230
(202)377-1880
Assistance: Helps businesses locate information or assistance on the deregulation of telecommunications industries. Also directs businesses to the correct contacts for spectrum management questions and other technical and policy topics.

Office of Productivity, Technology and Innovation:
Commerce Productivity Center (14)
Department of Commerce
Rm. 7413, 14th & E St., N.W.
Washington, DC 20230
(202)377-0940
Assistance: Helps companies learn about improved productivity, quality, and competitiveness techniques.

Flexible Manufacturing Systems Program (15)
Department of Commerce
Rm. 4827, 14th & E St., N.W.
Washington, DC 20230
(202)377-8111
Assistance: Basic data are available on financing methods and organizational structures that can make automation a viable option for small and mid-sized manufacturers.

Industrial Technology Partnership Program (16)
Department of Commerce
Rm. 4816, 14th & E St., N.W.
Washington, DC 20230
(202)377-1093
Assistance: Provides training in R&D innovation financing mechanisms and in the innovation process.

Interfirm Productivity Comparisons (IPC) Program (17)
Department of Commerce
Rm. 4814B, 14th & E St., N.W.
Washington, DC 20230
(202)377-2922
Assistance: The IPC program allows a group of managers in competing firms in the same industry to receive confidential productivity "report cards" based on 30 operating and financial ratios.

Metric Programs Office (18)
Department of Commerce
Rm. 4082, 14th & E St., N.W.
Washington, DC 20230
(202)377-0944
Assistance: Provides assistance and referrals on the metric system and its voluntary transition within U.S. industry.

Small Business Technology Liaison Office (19)
Department of Commerce
Rm. 4827, 14th & E St., N.W.
Washington, DC 20230
(202)377-8111
Assistance: Gives information to smaller firms about the stages involved in the innovation process.

Patent & Trademark Office:
Patent Depository Library Program (20)
Department of Commerce
Washington, DC 20231
(703)557-9686
Assistance: Nationwide network provides copies and searches of U.S. patents.

Patent Information (21)
Department of Commerce
Washington, DC 20231
(703)557-3158
Assistance: Office examines patent applications and grants protection for qualified inventions. Also gives information on filing for a patent.

Trademark Information (22)
Department of Commerce
Washington, DC 20235
(703)557-3158 or 557-3080
Assistance: Gives information and required forms needed to register a trademark.

DEPARTMENT OF ENERGY

Conservation & Renewable Energy Inquiry & Referral Service (CAREIRS) (23)
Department of Energy, P.O. Box 8900
Silver Spring, MD 20907
(800)523-2929;in Penn.,(800)462-4983; in Alaska & Hawaii, (800)233-3071
Assistance: Provides basic information on renewable energy technologies (solar, wind, hydroelectric, photovoltaics, geothermal, and bioconversion) and on energy conservation.

Minority Loan Program (24)
Minority Economic Impact Office
Department of Energy
1000 Independence Ave., S.W., Rm. 5B-110
Washington, DC 20585
(202)252-8383
Assistance: Offers financial assistance to minority businesses to allow them to participate fully in DOE research, development, demonstration, and contract activities.

National Minority Energy Information Clearinghouse (25)
Minority Economic Impact Office
Department of Energy
1000 Independence Ave., S.W., Rm. 5B-110
Washington, DC 20585
(202)252-5876
Assistance: Clearinghouse for energy-related research data and information about energy programs and the economic impact of those programs on minority businesses, individuals, and educational institutions.

Energy Information Administration (26)
National Energy Information Center (NEIC)
Department of Energy
Rm. 1F-048, Forrestal Bldg.
Washington, DC 20585
(202)252-8800
Assistance: Center provides statistical and analytical energy data, information, and referral assistance.

DEPARTMENT OF LABOR

Cooperative Labor-Management Program (27)
Department of Labor
Rm. N-5416, 200 Constitution Ave., N.W.
Washington, DC 20210
(202)523-6098
Assistance: Assists labor-management efforts by providing timely information and help.

Pension & Welfare Benefits Administration (28)
Department of Labor
Division of Technical Assistance & Inquiries
Rm. N5658, 200 Constitution Ave., N.W.
Washington, DC 20210
(202)533-8776
Assistance: Offers information about the Employee Retirement Income Security Act (ERISA).

Bureau of Labor Statistics:
Employment & Unemployment Statistics Office (29)
Department of Labor
Washington, DC 20212
(202)523-1821
Assistance: Provides information on the labor force, employment, unemployment, and on persons not in the labor force.

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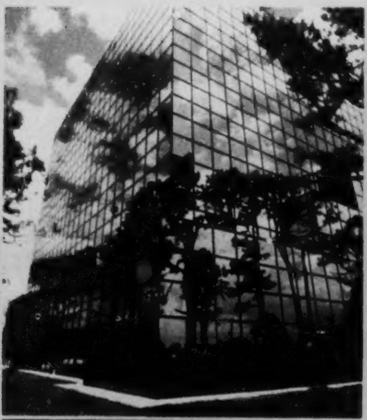

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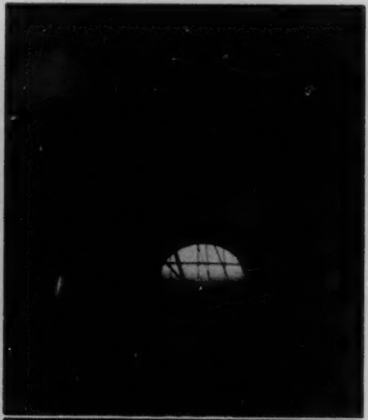

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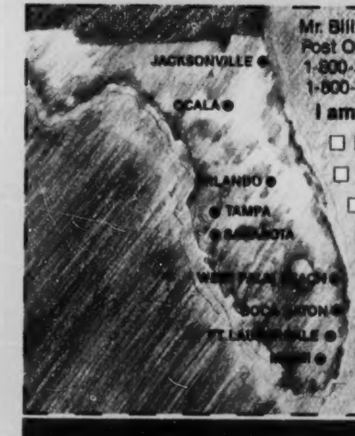

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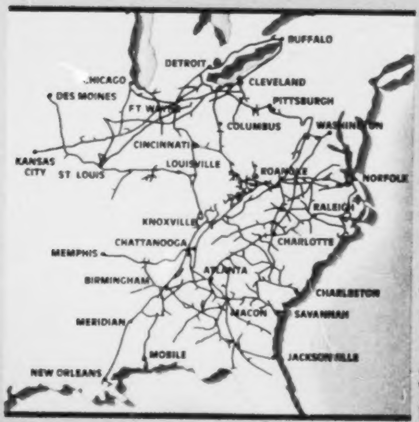

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Prices & Living Conditions
Office (30)
Department of Labor
3rd St. & Constitution Ave., N.W.
Washington, DC 20212
Kenneth Dalton, (202)272-5038
Assistance: Information is available that helps evaluate consumer, producer, export, and import prices and price changes.

Wage & Industrial Relations
Office (31)
Department of Labor
Washington, DC 20212
George L. Stelluto, (202)272-1382
Assistance: Provides wage and industrial relations data. Available data include trends in employee compensation; on wage occupations nationwide and employee benefit plans; on wage changes from collective bargaining; and on work stoppages.

Employment Standards Administration (32)
Wage-Hour Division
Department of Labor
Rm. S-3502, 200 Constitution Ave., N.W.
Washington, DC 20210
(202)523-8305
Assistance: Provides information and standards on minimum wages, overtime pay, and hours of work.

Occupational Safety & Health Administration:
OSHA Consultation Program (33)
Department of Labor
Rm. N-3637, 200 Constitution Ave., N.W.
Washington, DC 20210
(202)523-8151
Assistance: Offers free consultation service to help employers recognize and correct safety and health hazards in their workplaces.

OSHA Voluntary Protection
Program (34)
Department of Labor
Rm. N-3700, Francis Perkins DOL Bldg.
200 Constitution Ave., N.W.
Washington, DC 20210
(202)523-7266
Assistance: Companies may be candidates for three voluntary programs—Star, Praise, and Try—that recognize excellence in occupational safety and health. Only companies that surpass OSHA safety and health standards are eligible.

Variances Under OSHA (35)
Department of Labor
Rm. N-3637, 200 Constitution Ave., N.W.
Washington, DC 20210
(202)523-8151
Assistance: This office supplies temporary variances to employers unable to comply fully with a new safety or health standard in the time provided due to a shortage of personnel, materials, or equipment.

DEPARTMENT OF THE TREASURY

Internal Revenue Service (36)
Taxpayer Service
Department of the Treasury
Main Treasury Building
Washington, DC 20220
(800)424-1040
Assistance: Offers a free Small Business Tax Workshop to the small business owner to explain how federal taxes relate to a business.

ENVIRONMENTAL PROTECTION AGENCY

EPA Small Business Ombudsman (37)
Environmental Protection Agency
401 M Street, S.W. (A-149C)
Washington, DC 20460
(800)368-5888
Assistance: Assists small businesses get easier access to EPA, understand regulation, and comply with current laws.

Hazardous Waste/Superfund Hotline (38)
Environmental Protection Agency
401 M Street, S.W. (PM-214)
Washington, DC 20460
(800)424-9346. In Washington, 382-3000
Assistance: Provides technical assistance regarding the Resource Conservation and Recovery Act and Superfund program.

FEDERAL COMMUNICATIONS COMMISSION

Consumer Assistance and Small Business Division (39)
Federal Communications Commission
1919 M Street, N.W.
Washington, DC 20554
(202)632-7000
Assistance: Provides answers to questions about the FCC and assists in finding information concerning FCC rules, policies, and procedures.

FEDERAL EMERGENCY MANAGEMENT AGENCY

Federal Insurance Administration (40)
Federal Crime Insurance Program
Federal Emergency Management Agency
P.O. Box 6301
Rockville, MD 20850
(800)638-8780. (In Washington or Maryland, 251-1660.)
Assistance: Program makes crime insurance available in states where it has been determined that this insurance is not fully available at affordable rates.

FEDERAL TRADE COMMISSION

Public Reference Branch (41)
Federal Trade Commission
Rm. 130, 6th & Pennsylvania Ave., N.W.
Washington, DC 20580
(202)583-3830
Assistance: Helps with questions on topics including advertising, price fixing, product warranties, and truth in lending.

GENERAL SERVICES ADMINISTRATION

Business Service Centers (42)
General Services Administration
18th & F Street, N.W.
Washington, DC 20405
(202)566-1021
Assistance: Provides advice and counsel to those wishing to contract with GSA or other Federal agencies.

Federal Grant Data Center (43)
General Services Administration
300 7th Street, S.W.
Reporters Building
Washington, DC 20407
(202)453-4126
Assistance: Provides information on government loans and grants and how to apply for them.

Federal Information Centers (44)
General Services Administration
Code KJF
Washington, DC 20405
(There are centers in each state)
Assistance: Answers questions on the federal government or assists in finding the correct office.

INTERSTATE COMMERCE COMMISSION

Small Business Assistance Office (45)
Interstate Commerce Commission
Washington, DC 20423
(202)275-7597
Assistance: Provides advice and technical assistance to small businesses, minority truckers, new entrants into the transportation field, small shippers, and small carriers. Also deals with other members of the general public.

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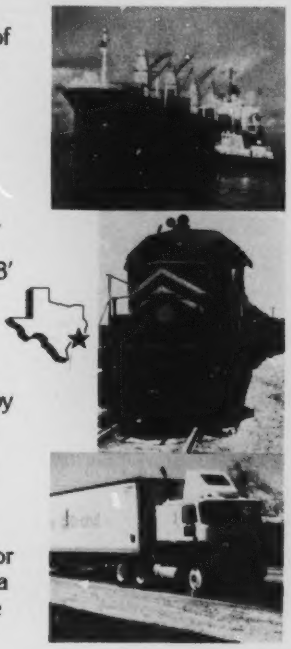

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Public Affairs Office (46)
Pension Benefit Guaranty Corporation
2020 K Street, N.W.
Washington, DC 20006-1806
(202)956-5040
Assistance: Gives businesses information on PBGC's protection of benefit pension plans.

SECURITIES AND EXCHANGE COMMISSION

Public Reference Branch (47)
Securities and Exchange Commission
Stop 1-2, 450 5th Street, N.W.
Washington, DC 20549
(202)272-7450
Assistance: Provides forms and information about the SEC.

Reference Assistance Program (48)
Securities and Exchange Commission
Public Reference Branch
Stop 1-2, 450 5th Street, N.W.
Washington, DC 20549
(202)272-7450
Assistance: Guides requesters to available SEC collected information

SMALL BUSINESS ADMINISTRATION

Small Business Answer Desk (49)
Small Business Administration
Chief Counsel for Advocacy Office
SBA Premier Bldg., Rm. 403
1441 L Street, N.W.
Washington, DC 20416
(800)368-5855 (In Washington, 653-7561)
Assistance: Provides answers to all types of small business questions and links firms with appropriate federal, state, and private contacts who can provide necessary information or services.

Export Information Systems (XIS) Data Reports (50)
Small Business Administration
1441 L Street, N.W.
Washington, DC 20416
(There are regional SBA offices)
Assistance: Provides lists of the largest foreign markets and competition sources for a company's product.

Small Business Innovation Research Program (SBIR) (51)
Small Business Administration
Room 500, 1441 L Street, N.W.
Washington, DC 20416
(202)653-6458
Assistance: Provides information and agency contacts for the SBIR program, a program that stimulates technological innovation by encouraging small science and technology-based firms to participate in government-funded research.

Pollution Control Financing Guarantees (52)
Small Business Administration
Pollution Control Financing Staff
1441 L Street, N.W.
Washington, DC 20416
(202)653-6848
Assistance: Provides financing to eligible small businesses unable to obtain private pollution control financing.

Service Corps of Retired Executives (SCORE) (53)
Small Business Administration
1129 20th Street, N.W., Suite 410
Washington, DC 20036
(202)653-6279
Assistance: Provides expert assistance from its volunteer counselors to aid in solving problems encountered by small businesses.

Size Standards Staff (54)
Small Business Administration
Room 500, 1441 L Street, N.W.
Washington, DC 20416
(202)653-6373
Assistance: Develops and clarifies the size standards that determine whether a firm is to be considered a "small business" within an industry. Also provides information about the standards.

Small Business Development Center (SBDC) Program (55)
Small Business Administration
Room 317, 1441 L Street, N.W.
Washington, DC 20416
(202)653-6768
Assistance: Establishes statewide networks for the delivery of up-to-date counseling, training, and technical assistance to the local small business community served by SBDC.

Small Business Institute Program (56)
Small Business Administration
1441 L Street, N.W.
Washington, DC 20416
(202)653-6881
Assistance: Offers personalized management assistance for small businesses through the efforts of senior and graduate business administration students, who are organized into counseling teams under faculty supervision.

Small Business Investment Companies (SBICs) (57)
Small Business Administration
Office of SBIC Operations
Room 810, 1441 L Street, N.W.
Washington, DC 20416
(202)653-6584
Assistance: Offers equity investments and long-term loans that are available from small business investment companies (SBICs) and minority enterprise small business investment companies (MESBICs).□

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4. Transportation Facilities

CNG will supply complete data on highway, air, water and rail facilities. We will prepare for you an analysis of site specific transportation services as they relate to your business.

5. Labor Analysis

CNG will provide you with documentation of local labor force and skills availability, wage rates, area population and unemployment data and training programs which can be tailored to meet your needs.

6. Tax Structures/Incentives

CNG will furnish comparative local and state data—including corporate, personal income, and sales tax rates; and available tax incentives.

7. Community Profiles

CNG will provide you with extensive profiles of communities you select—including form of government, services, financial institutions, major employers and cultural and recreational facilities.

8. Planning/Coordination

CNG will help plan and coordinate your entire project. Our full-time economic development staff will expedite proceedings with local officials, identify suppliers and marketing services, even assist with executive housing.

9. For More Information

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Facility relocations: Perfect opportunities for change

Through rethinking management strategies, companies can improve production during a move

by Alan C. Kolz

Seldom, if ever, is a company presented with such a perfect opportunity to improve its efficiency, its profitability, its organization, and its effectiveness in the marketplace than when it relocates its operation.

If done correctly, the chance to objectively eliminate deadwood in the organization, modernize the organization itself, replace obsolete equipment, improve process flow, plan for management controls, improve space utilization, eliminate unneeded inventory, improve employee practices, plan for future growth, and create the vehicle for optimum dollar utilization is all there for the discerning CEO to pursue.

And, it can all be achieved, if done intelligently, at a more significant cost savings than one might imagine.

The layouts and process flows in most facilities have evolved over the years on a by-necessity, short-term, and/or space-availability basis. Expansions, contractions, process alterations, and procedure innovations have had to be implemented within the restrictions of the existing facility and schedules, budgets, and time. They usually have worked as effectively as they could within those limitations.

The new facility project provides the opportunity to reshape the operation and administration and allows the opportunity to clean up the whole act.

There are three types of facilities to be discussed: manufacturing (fabrication and assembly), administrative (offices), and distribution (warehousing). The project planning procedures do not differ between the facility categories, but each requires a different analysis and affords different opportunities for improvements.

Manufacturing. The manufacturing facility is process- and product-oriented and is more comprehensive in its content than the other two. The management team at a manufacturing facility should evaluate the efficiency of these factors for the possibility of improving, altering, or updating them during a relocation: the flow of parts and supplies, the relationships between processing departments, the inventory-control procedures and practices, transportation methods and access-space allocation (i.e., aisles), staging and storage space, work-area design and space allocation, and individual work-station design.

In the typical manufacturing facility, the administrative functions offer less opportunity for improvement and involve significantly less space than do the operating functions. Therefore, the obvious concentration should be on the mechanics of the production areas and departments. Because these areas are where the majority of the allocated space, operating costs, and capital investment are concentrated, the facility budget, expenditures, and technical planning should reflect that fact.

Administrative. On the other hand, an administrative facility requires quite a different outlook. Unlike a manufacturing facility, its concentration of space, costs, and budget are related less to a fabrication process than to information generation, communications, interdepartmental relationships, and personnel concerns. Work-station space allocation, design, asthetics, and methodologies are quite different and their improvement is based on these considerations, among others: aisles, flow of people (as opposed to the flow of parts), lighting, furniture, size of rooms, and service facilities.

Potential improvements center around revising procedures; proximal locations of functions, departments, and people; the basic flow of information and personnel; and staffing levels.

Distribution. The distribution or warehousing facility presents a third type of improvement opportunity quite different from the other two. Here the concentration is on material storage, retrieval systems, inventory control procedures, and internal as well as external transportation. The facility typically makes effective use of cubage, is more spartan in its asthetics, and has less diverse personnel-oriented considerations, because its number of employees is usually lower than the other facility types. It is not as labor intensive.

The areas for potential improvement in the relocation of a distribution facility include: efficient utilization of floor space and ceiling height, transportation vehicles, aisle sizes, storage equipment, inventory-control procedures, locator and retrieval systems, internal transport and handling equipment, and shipping and receiving efficiencies.

The degree to which any improvement can be achieved in any of the facilities described above is dictated by several factors:

(1) The desire of management to pursue change,

(2) The capability of personnel to implement and maintain changes, and

(3) The location of the new facility.

The first two factors are quite obvious in their application here. If management either does not recognize improvement opportunities or chooses not to pursue them for whatever reason, then there is little chance they can be accomplished. And similar problems are met if the capability of the personnel in the organization to adjust and utilize the improvements is minimal or restrictive.

Proximity. However, the third factor provides the opportunity for management to at least consider the improvements that are available.

If the new site is in close proximity to the existing site, then any reorganization and restaffing will be limited because there is not the latitude to replace existing or recruit new people. But there is still the opportunity to plan other operating improvements into the design of the building, to replace obsolete or inefficient equipment, and to initiate improved methods within the capabilities of the budget.

If the facility is to be located a sufficient distance away from the existing

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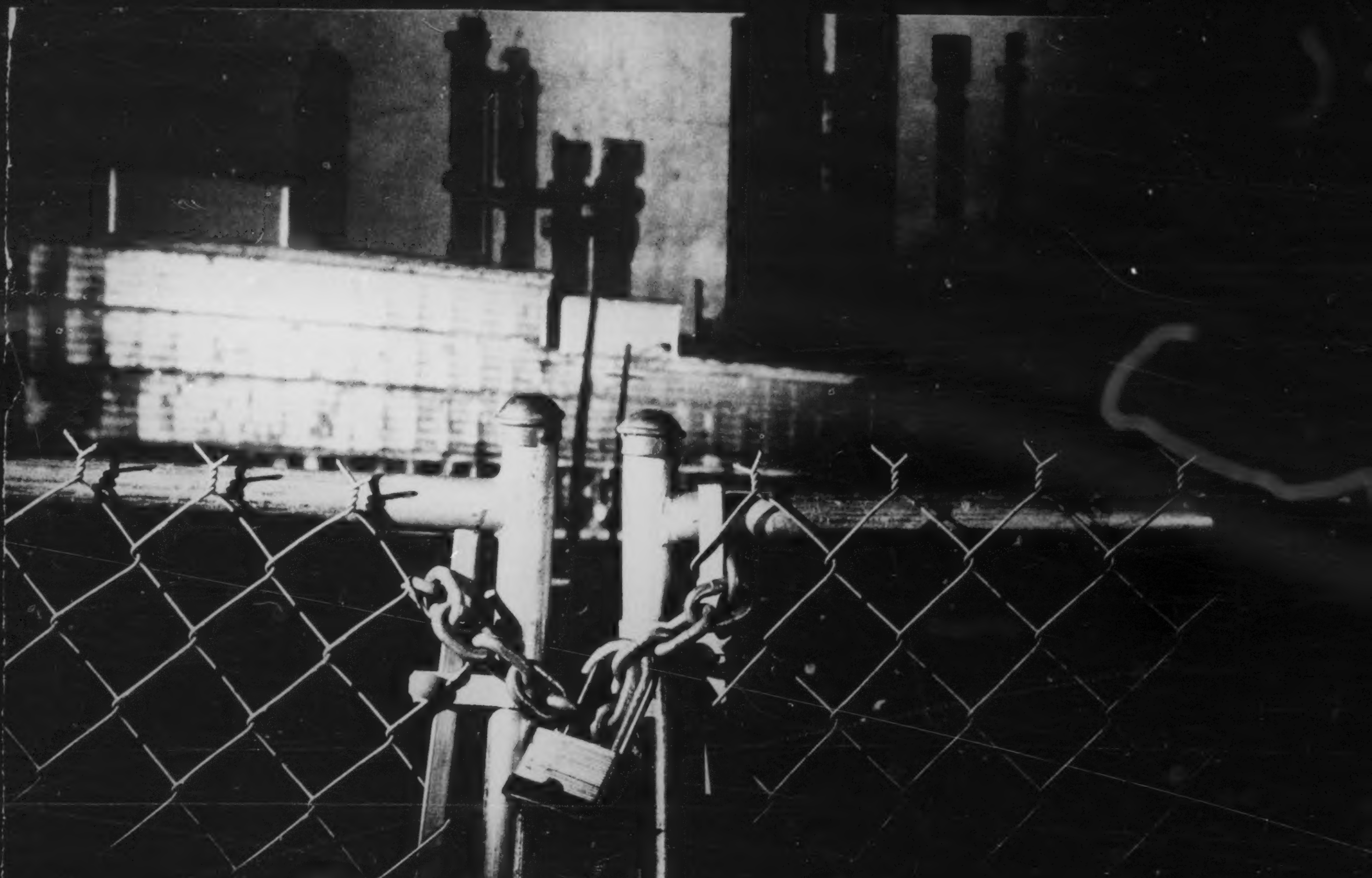
Mr. Kolz has been an industrial consultant for the past 13 years. He has extensive experience in site selection, facility planning, and plant relocation, and has an office in Asheville, N.C.



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613/998-1571

Department of Transport
The Hon. Don Mazankowski,
Minister
Tower "C", Place de Ville
25th Floor
Ottawa, Ont. K1A ON5
613/996-7501

QUEBEC

Central Quebec Ind. Park Corp.
Roland Leclerc, Gen. Mgr.
1000, 7eme Rue
Parc Industriel Portuaire
Becancour, Que. G0X 1B0
819/294-6656

Port of Chicoutimi
Guy Desgagnés, Gen. Mgr.
Ports Canada
P.O. Box 760
Chicoutimi, Que. G7H 5E1
418/543-0263

Port of Montreal
D.J. Taddeo, Gen Mgr. & CEO
Port of Montreal Bldg.
Cite du Havre
Montreal, Que. H3C 3R5
514/283-7011

Ports Canada
Jean-Michel Tessier, Gen. Mgr. & CEO
150 Dalhousie St.
P.O. Box 2268
Quebec, Que. G1K 7P7
418/648-3640

Ports Canada, Port of Sept Iles
Serge Tremblay, Gen. Mgr.
421 Arnaud St., P.O. Box 280
Sept-Iles, Que. G4R 4K5
418/968-1231

Ports Canada
P. Alain, Eng., Port Mgr.
1545 Du Fleuve
P.O. Box 999
Trois-Rivières, Que. G9A 5K2
819/378-2887

U.S. TERRITORIES

Port Authority of Guam
Roy P. Duenas, Gen. Mgr.
Admin. Bldg., 2nd Fl.
Cabras Island, Guam 96910
Tel: 477-9931-4
Telex: 7431687

Puerto Rico Ports Authority
Carlos Soler-Aquino, Esq., Exec. Dir.
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260
Telex: 3859464 AUTO DPR

Commonwealth Ports Authority-Saipan
Carlos A. Shoda, Exec. Dir.
P.O. Box 1055
Saipan, Marianas 96950
Tel: 67315/67316/67317

Virgin Islands Port Authority
John E. Harding, Exec. Dir.
P.O. Box 1707
Harry S. Truman Airport
St. Thomas, VI 00801
809/774-1629

Railroads

Alaska Railroad Corp.
A. T. Polanchek, Op. V.P.
P.O. Box 7-2111
Anchorage, AK 99510-7069
907/265-2403

Algoma Central Rwy.
W. L. Oliphant, Lands & Forest Mgr.
P.O. Box 7000
Sault Ste. Marie, Ont. P6A 5P6
705/949-2113

Arkansas & Louisiana Missouri Rwy. Co.
H. B. Wilson, Op. V.P.
P.O. Box 1653
Monroe, LA 71201
318/362-2250

Atchison, Topeka & Santa Fe Rwy.
J. R. Fitzgerald, Op. V.P.
80 E. Jackson Blvd.
Chicago, IL 60604
312/427-4900

Atlanta & St. Andrews Bay Rwy.
W. K. Edwards, Asst. to Chmn.
514 E. Main St., P.O. Box 729
Dothan, AL 36302
205/792-0975

Baltimore & Annapolis Railroad Co.
K. A. Pippin, Pres. & Gen. Mgr.
P.O. Box 490
Glen Burnie, MD 21601
301/760-2360

Bangor & Aroostook Railroad
Walter E. Travis, Pres.
N. Maine Junction Park, R.R. 2
Bangor, ME 04401
207/848-5711

Bay Colony Railroad Corp.
S. J. Fay, P.R. & Info.
420 Bedford St.
Lexington, MA 02173
617/861-6480

BC Rail Ltd.
M. C. Norris, Pres. & CEO
P.O. Box 8770
N. Vancouver, BC V6B 4X6
604/986-2012

Belt Rwy. Co. of Chicago
B. Roccanova, R.E. Mgr.
6900 S. Central Ave.
Chicago, IL 60638
312/496-4000

Bessemer & Lake Erie R.R. Co.
R.D. Kocur, R.E. Mgr.
P.O. Box 68
Monroeville, PA 15146
412/829-6600

Boston & Maine Corp.
(Guilford Transp. Inds)
M. M. Sutin, Info. Svcs. V.P.
Iron Horse Park
N. Billerica, MA 01862
617/663-1030

Burlington Northern R.R. Co.
R. L. Buchanan, Reg Op., Sr. V.P.
9401 Indian Creek Pkwy.
Overland Park, KS 66210
913/661-4100

Canadian National Rwys.
D. H. Burstow, Pres., R.E.
P.O. Box 8100
Montreal, Que. H3C 3N4
514/877-5430

Canadian Pacific Ltd.
R. J. Ritchie, Mktg. & Sales V.P.
P.O. Box 6042, Sta. A
Montreal, Que. H3C 3E4
514/395-5151

Central Vermont Rwy., Inc.
T. J. Faucett, R.E. Mgr.
2 Federal St.
St. Albans, VT 05478
802/527-7518

Chicago & North Western Transp. Co.
Robert W. Mickey, V.P., R.E. & I.D.
One North Western Center
Chicago, IL 60606
312/559-7000

Chicago S. Shore & S. Bend R.R.
G. G. Greenwald, Ind. Dev. Dir.
N. Carroll Ave.
Michigan, IN 46360
219/874-4221

Consolidated Rail Corp. (Conrail)
J. F. Jaeger, Asst. V.P., R.E.

Philadelphia, PA 19102
215/977-4000

CSX Transportation, Inc.
Aubrey M. Daniel, V.P. Ind. Dev.
Dept. CS-25D-1
500 Water St.
Jacksonville, FL 32202
904/359-3100

Delaware & Hudson Rwy. Co.
(Guilford Transp. Inds.)
J. A. Denison, R.E. & I.D. Dir.
P.O. Box 127, Fifth St.
Watervliet, NY 12189
518/271-4489

Denver & Rio Grande Western R.R.
R. J. Byrd, Mgt. Info. Svcs. Dir.
P.O. Box 5482
Denver, CO 80217
303/629-5533

Detroit & Mackinac Rwy. Co.
R. L. Van Buskirk, Jr., Asst. Gen. Mgr.
120 Oak St.
Tawas City, MI 48763
517/362-3461

Duluth, Missabe & Iron Range Rwy.
C. O. Ferner, Gen. Mgr.
500 Missabe Bldg.
Duluth, MN 55802
218/723-2115

Eastern Shore Railroad, Inc.
C. P. Turner, V.P. & Gen. Mgr.
P.O. Box 312
Cape Charles, VA 23310-0312
804/331-1094

Elgin, Joliet & Eastern Rwy.
G. H. Rodeghiero, Ind. Dev. Mgr.
P.O. Box 880
Joliet, IL 60434
815/740-6622

Florida East Coast Rwy. Co.
W. E. Durham, Jr., V.P., R.E. & I.D.
1 Malaga St., P.O. Drawer 1048
St. Augustine, FL 32084
904/829-3421

Grand Trunk Western R. R.
W. H. Cramer, Jr., Mktg. S.V.P.
131 W. Lafayette Blvd.
Detroit, MI 48226
313/237-4000

Illinois Central Gulf R.R. Co.
G. A. McArdle, Asst. V.P., R.E. & I.D.
233 N. Michigan Ave.
Chicago, IL 60601
312/565-1600

Indiana Harbor Belt R.R. Co.
W. F. Krupinski, R.E. Mgr.
Union Station
Chicago, IL 60606
312/768-9170

Kansas City Southern Rwy. Co.
L. J. Tamisiea, V.P. Mktg.
114 W. 11th St.
Kansas City, MO 64105
816/556-0303

Long Island Railroad Co.
L. A. Baggerly, Op. V.P.
Jamaica Station
Jamaica, NY 11435
718/990-7400

Maine Central Railroad Co.
(Guilford Transp. Inds.)
R. W. Smithson, R. E. Rep.
P.O. Box 9701
Portland, ME 04104
207/775-1501

Missouri-Kansas-Texas R.R. Co.
Harold O. Brandt, V.P., R.E. & I.D.
701 Commerce St.
Dallas, TX 75202
214/651-6700

Norfolk Southern Corp.
R. E. L. deButts, Ind. Dev. & R.E. V.P.
1 Commercial Pl.,
Norfolk, VA 23510-2191
804/629-2600

Pittsburgh & Lake Erie R.R. Co.
T. Davis, III, Mktg. & Sales V.P.
Commerce Ct., 4 Sta. Sq.
Pittsburg, PA 15219
412/261-3201

Providence & Worcester R.R. Co.
O. R. Harrold, Pres.
382 Southbridge St., P.O. Box 1188
Worcester, MA 01601
617/799-4472

St. Louis Southwestern Rwy. Co.
S. A. Sutfin, R.E. V.P.
1 Market Plaza
San Francisco, CA 94105
415/541-1000

Soo Line Railroad Co.
S. Mrosak, V.P. R.E. Dev. & Mgt. Dir.
Soo Line Bldg., P.O. Box 530
Minneapolis, MN 55440
612/347-8000

Southern Pacific Trans. Co.
S. A. Sutfin, R.E. V.P.
Southern Pacific Bldg.
1 Market Plaza
San Francisco, CA 94105
415/541-1000

Union Pacific Railroad
C. R. Black, I.D. Dir.
1416 Dodge St.
Omaha, NE 68179
402/271-5000

Vermont Railway, Inc.
J. R. Pennington, Pres.
One Railway Lane
Burlington, VT 05401
802/658-2550

Directory of U.S. Foreign-Trade Zones

Foreign-Trade Zones Board
U.S. Dept. of Commerce
Washington, D.C. 20230
202/377-2862

Zone No. 1, New York City
Sol Braun
S & F Warehouse Inc.
Brooklyn Navy Yard, Bldg. 77
Brooklyn, NY 11205
718/834-0400

Zone No. 2, New Orleans
Robert Dee
Board of Commissioners of the Port of N. Orleans
P.O. Box 60046
New Orleans, LA 70160
504/897-0189

Zone No. 3, San Francisco
Ed Osgood
Foreign Trade Services, Inc.
Pier 23
San Francisco, CA 94111
415/391-0176

Zone No. 5, Seattle
Jack Fox
Port of Seattle Commission
P.O. Box 1209
Seattle, WA 98111
206/382-3257

Zone No. 7, Mayaguez, PR
Jose Cobian
Puerto Rico Industrial Dev. Co.
G.P.O. 2350
San Juan, PR 00936
809/765-2784

Zone No. 8, Toledo
Frank E. Miller
Toledo World Industry
3332 St. Lawrence Dr.
Toledo, OH 43605
419/698-8026

Zone No. 9, Honolulu
Homer Maxey
State of Hawaii
Pier 2
Honolulu, HI 96813
808/548-5435

Zone No. 12, McAllen, TX
Frank Birkhead
McAllen Trade Zone, Inc.
6401 S. 33rd St.
McAllen, TX 78501
512/682-4306

Zone No. 14, Little Rock
Robert Brave
Little Rock Port Authority
7500 Lindsey Rd.

Little Rock, AR 72206
501/490-1468

Zone No. 15, Kansas City, MO
Robert Drost
Greater Kansas City FTZ, Inc.
920 Main St., 600 CharterBank Ctr.
Kansas City, MO 64105
816/421-7666

Zone No. 16, Sault Ste. Marie, MI
James F. Hendricks
Econ. Dev. Corp. of Sault Ste. Marie
1301 W. Easterday
Sault Ste. Marie, MI 49783
906/635-9131

Zone No. 17, Kansas City, KS
Robert Drost
Greater Kansas City FTZ, Inc.
920 Main St., 600 CharterBank Ctr.
Kansas City, MO 64105
816/421-7666

Zone No. 18, San Jose
Ted Daigle
City of San Jose
801 N. First St.
Rm. 408, City Hall
San Jose, CA 95110
408/277-4744

Zone No. 19, Omaha
Molly McCarthy
Dock Board of the City of Omaha
Omaha-Douglas Civic Center
1819 Farnam St., Rm. 701
Omaha, NE 68183
402/444-5173

Zone No. 20, Suffolk, VA
John Hunter
Virginia Port Authority
600 World Trade Center
Norfolk, VA 23510
804/623-8080

Zone No. 21, Dorchester Cty., SC
A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 22, Chicago
Franklynn Albert
Chicago Regional Port District
12700 Butler Dr.
Lake Calumet Harbor
Chicago, IL 60633
312/646-4400

Zone No. 23, Buffalo
Phillip R. Jacobs
Office of the County Executive, Rath Bldg.,95 Franklin St.
Buffalo, NY 14202
716/846-8500

Zone No. 24, Pittston, PA
James G. Pettinger
Eastern Distribution Center, Inc.
P.O. Box 31
Avoca, PA 18641
717/655-5581

Zone No. 25, Port Everglades, FL
Thomas E. Ezzo
Port Everglades Port Authority
P.O. Box 13136
Port Everglades, FL 33316
305/523-3404

Zone No. 26, Shenandoah, GA
James R. Steele
Georgia Foreign Trade Zone, Inc.
230 Peachtree St., N.W., P.O. Box 1776
Atlanta, GA 30301
404/656-6338

Zone No. 27, Boston
Elliot K. Friedman
Massachusetts Port Authority
10 Park Plaza
Boston, MA 02116
617/973-5500

Zone No. 28, New Bedford, MA
Norman A. Bergeron
City of N. Bedford Ind. Dev. Cmsn.
1213 Purchase St.
New Bedford, MA 02740
617/997-6501

Zone No. 29, Louisville
Robert M. Timmerman
Louisville & Jefferson County Riverport Authority
6219 Cane Run Rd.
Louisville, KY 40258
502/935-6024

Zone No. 30, Salt Lake City
Michael Chitwood
Salt Lake City Corp.
351 S. State
Salt Lake City, UT 84111
801/328-3211

Zone No. 31, Granite City, IL
Robert Wydra
Tri-City Regional Port District
2801 Rock Rd.
Granite City, IL 62040
618/877-8444

Zone No. 32, Miami
Sandra Gonzalez
Gtr. Miami Foreign-Trade Zone, Inc.
1601 Biscayne Blvd.
Miami, FL 33132
305/350-7700

Zone No. 33, Pittsburgh
Frank Brooks Robinson
Regional Industrial Dev. Corp. of Southwestern Pennsylvania
534 Union Trust Bldg.
Pittsburgh, PA 15219
412/471-3939

Zone No. 34, Niagara County
Theodore J. Belling
County of Niagara
County Office Bldg.
59 Park Ave.
Lockport, NY 14094
716/439-6033

Zone No. 35, Philadelphia
Tom Tamasco
Phila. Port Corp.
1020 Public Ledger Bldg.
6th & Chestnut Sts.
Philadelphia, PA 19106
215/928-9100

Zone No. 36, Galveston
John Massey, Jr.
Port of Galveston
Galveston Wharves
P.O. Box 328
Galveston, TX 77550
409/766-6112

Zone No. 37, Orange County, NY
Albert Randall
Foreign Trade Dev. Co. of Orange County, Inc.
P.O. Box 6107, Stewart Airport
Newburgh, NY 12550
914/564-7700

Zone No. 38, Spartanburg Cty., SC
A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 39, Dallas/Fort Worth
Dennis Konopatzke
Dallas/Ft. Worth Reg. Airport Board
P.O. Drawer DFW
Dallas/Fort Worth Airport, TX 75261
214/574-3121

Zone No. 40, Cleveland
John Desmond
Cleveland Port Authority
101 Erieside Ave.
Cleveland, OH 44114
216/241-8004

Zone No. 41, Milwaukee
Vincent J. Boever
Foreign-Trade Zone of Wis., Ltd.
2150 E. College Ave.
Cudahy, WI 53110
414/764-2111

Zone No. 42, Orlando
William Blood
Greater Orlando Aviation Authority
4101 East 9th St.
Orlando, FL 32812
305/859-9485

Zone No. 43, Battle Creek, MI
Marilyn E. Parks
BC/CAL/KAL Inland Port Authority of S. Central Michigan Dev. Corp.
P.O. Box 1438
Battle Creek, MI 49016
616/968-8197

Zone No. 44, Morris County, NJ
Joseph Brady
NJ Dept. of Comm. & Econ. Dev.
Office of Int'l Trade
744 Broad St.
Newark, NJ 07102
201/648-3519

Zone No. 45, Portland, OR
Peggy J. Krause
Port of Portland
P.O. Box 3529
Portland, OR 97208
503/231-5000, ext. 220

Zone No. 46, Cincinnati
Joe Kramer
Greater Cincinnati FTZ, Inc.
120 W. Fifth St.
Cincinnati, OH 45203
513/579-3143

Zone No. 47, Campbell County, KY
Joe Kramer
Greater Cincinnati FTZ, Inc.
120 W. Fifth St.
Cincinnati, OH 45203
513/579-3143

Zone No. 48, Tucson
William Tatom
Papago - Tucson FTZ Corp.
San Xavier Dev. Authority
P.O. Box 11246
Mission Station, AZ 85734
602/881-0439

Zone No. 49, Newark/Elizabeth
Catherine Durda
Port Authority of NY & NJ
Rm. 64 W., One World Trade Center
New York, NY 10048
212/466-7985

Zone No. 50, Long Beach, CA
Michael R. Powers
Board of Harbor Commissioners of
the Port of Long Beach
P.O. Box 570
Long Beach, CA 90801
213/437-0041

Zone No. 51, Duluth
Henry K. Hanka
Seaway Port Authority of Duluth
1200 Port Terminal Dr.
P.O. Box 8677
Duluth, MN 55808
218/727-8525

Zone No. 52, Suffolk County, NY
Jim Mackey
County of Suffolk
4175 Veterans Memorial Hwy.
Ronkonkoma, NY 11779
516/588-5757

Zone No. 53, Rogers County, OK
Robert W. Portiss
City of Tulsa/Rogers Cty. Port
Authority
Tulsa Port of Catoosa
5350 Cimarron Rd.
Catoosa, OK 74105
918/266-2291

Zone No. 54, Clinton County, NY
Francis A. Lapham
Clinton County Area Dev. Corp.
P.O. Box 19
Plattsburgh, NY 12901
518/563-3100

Zone No. 55, Burlington, VT
C. Harry Behney
Greater Burlington Industrial Corp.
P.O. Box 786
Burlington, VT 05402
802/862-5726

Zone No. 56, Oakland, CA
Dayton Ballenger
Oakland Int'l Trade Center, Inc.
633 Hagenburger Rd.
Oakland, CA 94621
415/639-7405

Zone No. 57, Mecklenberg Cty., NC
Richard Primm
Piedmont Distribution Center
P.O. Box 7123
Charlotte, NC 28217
704/588-2868

Zone No. 58, Bangor
Edward McKeon
City of Bangor Econ. Dept.
City Hall
Bangor, ME 04401
207/947-0341

Zone No. 59, Lincoln, NE
Duane Vicary
Lincoln Chamber of Commerce
1221 N. St., Suite 606
Lincoln, NE 68508
402/476-7511

Zone No. 60, Nogales, AZ
Herman Rivas
Rivas Realty
3450 Tucson-Nogales Hwy.
Nogales, AZ 85621
602/287-3411

Zone No. 61, San Juan, PR
Miguel Sigueroa
Puerto Rico Commercial Dev. Co.
Commonwealth of PR
G.P.O. Box 4943
San Juan, PR 00936
809/721-1273

Zone No. 62, Brownsville, TX
Al Cisneros
Brownsville Navigation District
Port of Brownsville
P.O. Box 3070
Brownsville, TX 78520
512/831-4592

Zone No. 63, Prince George's County, MD
Peter B. Crouch
International Commerce Mgt., Inc.
12301 Old Columbia Pike
Silver Spring, MD 20904
301/622-9000

Zone No. 64, Jacksonville, FL
Bruce Cashon
Jacksonville Port Authority
P.O. Box 3005
2701 Talleyrand Ave.
Jacksonville, FL 32206
904/633-5250

Zone No. 65, Panama City, FL
Tommy L. Berry
Panama City Port Authority
P.O. Box 15095
Panama City, FL 32406
904/763-8471

Zone No. 66, Wilmington, NC
Patsy Everhart
NC State Port Authority
2202 Burnett Blvd.
Wilmington, NC 28402
919/763-1621

Zone No. 67, Morehead City, NC
Patsy Everhart
NC State Port Authority
2202 Burnett Blvd.
Wilmington, NC 28402
919/763-1621

Zone No. 68, El Paso
James R. Mettler
El Paso Int'l Airport
El Paso, TX 79925
915/772-4271

Zone No. 70, Detroit
Joseph T. Auwers
Gtr. Detroit FTZ, Inc.
18800 Sunnybrook
Lathrup Village, MI 48076
313/259-8077 or 559-2726

Zone No. 71, Windsor Locks, CT
R. Clifford Randal
Industrial Dev. Commission of
Windsor Locks
Town Office Bldg.
50 Church Street, P.O. Box L
Windsor Locks, CT 06096
203/623-3458

Zone No. 72, Indianapolis
David P. Bennett
Indianapolis Econ. Dev. Corp.
48 Monument Circle
Indianapolis, IN 46204
317/236-6246

Zone No. 73, Baltimore/Washington International Airport
Robert J. Schott
All Cargo Expediting Services, Inc.
P.O. Box 28673
BWI Airport, MD 21240
301/859-4449

Zone No. 74, Baltimore
Paul Gilbert
City of Baltimore
c/o Baltimore Econ. Dev. Corp.
36 South Charles St.
Baltimore, MD 21201
301/837-9305

Zone No. 75, Phoenix
Edward R. Standage
City of Phoenix
Community & Econ. Dev. Admin.
920 E. Madison St., Suite D
Phoenix, AZ 85034
602/261-8707

Zone No. 76, Bridgeport, CT
Michael Freimuth
City of Bridgeport, City Hall
45 Lyon Terrace
Bridgeport, CT 06604
203/576-7135

Zone No. 77, Memphis
Allan Grey
The City of Memphis
Memphis & Shelby County Office of Planning & Dev.
City Hall, 125 North Main St.
Memphis, TN 38103
901/528-3307

Zone No. 78, Nashville
Ed J. Johnson
Metropolitan Nashville/Davidson County Port Authority
601 Stahlman Bldg.
Nashville, TN 37201
615/259-6121

Zone No. 79, Tampa
Tony Collins
City of Tampa, Office of Urban Dev.
City Hall, 315 E. Kennedy Blvd.
Tampa, FL 33602
813/223-8381

Zone No. 80, San Antonio
Kenneth W. Daly
City of San Antonio
P.O. Box 9066
San Antonio, TX 78285
512/299-8080

Zone No. 81, Portsmouth, NH
George Smith
New Hampshire State Port Authority
555 Market St., Box 506
Portsmouth, NH 03801
603/436-8500

Zone No. 82, Mobile
Dan Dupont
Mobile Airport Authority
Brookley Complex, Bldg. 11
Mobile, AL 36615
205/438-7334

Zone No. 83, Huntsville, AL
J.E. Mitchell, Jr.
Huntsville-Madison County Airport Authority
P.O. Box 6006
Huntsville, AL 35806
205/772-9395

Zone No. 84, Harris County, TX
Richard P. Leach
Port of Houston Authority
P.O. Box 2562
Houston, TX 77001
713/226-2100

Zone No. 85, Everett, WA
Lawrence W. Blackett
Puget Sound FTZ Assn.
c/o Econ. Dev. Partnership of WA
1900 Seattle Tower
1218 Third Ave.
Seattle, WA 98101
206/433-1629

Zone No. 86, Tacoma, WA
Lawrence W. Blackett
Puget Sound FTZ Assn.
c/o Econ. Dev. Partnership of WA
1900 Seattle Tower
1218 Third Ave.
Seattle, WA 98101
206/433-1629

Zone No. 87, Lake Charles, LA
James E. Sudduth
Lake Charles Harbor & Terminal District
P.O. Box AAA
Lake Charles, LA 70602
318/439-3661

Zone No. 88, Great Falls, MT
Joseph C. Mudd
Econ. Growth Council of Gt. Falls
P.O. Box 1273
Great Falls, MT 59403
406/761-5036

Zone No. 89, Clark City, NV
Al Dague
Nevada Dev. Authority
McCarran Int'l Airport
P.O. Box 11128
Las Vegas, NV 89111
702/739-8222

Zone No. 90, Onondaga, NY
Joseph W. Louis
County of Onondaga
c/o Greater Syracuse Chamber of Commerce
100 E. Onondaga St.
Syracuse, NY 13202
315/470-1343

Zone No. 91, Newport, VT
Henry W. Merrill, Jr.
Northeastern Vermont Dev. Assn.
44 Main St.
St. Johnsbury, VT 05819
802/748-5181

Zone No. 92, Harrison County, MS
Noel Guthrie
Gtr. Gulfport/Biloxi FTZ, Inc.
3825 Ridgewood Rd.
Jackson, MS 39211-6453
601/982-6606

Zone No. 93, Raleigh/Durham
Pamela Davison
Triangle J Council of Governments
100 Park Drive, P.O. Box 12276
Research Triangle Park, NC 27709
919/549-0551

Zone No. 94, Laredo, TX
Jose L. Flores
Laredo Int'l Airport
Operator of FTZ No. 94
518 Flightline, Bldg. #132
Laredo, TX 78041
512/722-4933

Zone No. 95, Starr County, TX
Sam Vale
Starr County Industrial Foundation
P.O. Drawer H
Rio Grande City, TX 78582
512/487-5606

Zone No. 96, Eagle Pass, TX
Alfonso Gonzales
City of Eagle Pass
P.O. Box C
City Manager's Office
Eagle Pass, TX 78852
512/773-1111

Zone No. 97, Del Rio, TX
Jeff Pomeranz
City of Del Rio
City Manager's Office
P.O. Drawer DD
Del Rio, TX 78840
512/774-2781

Zone No. 98, Birmingham, AL
Virginia Riley
Mayor's Office
City of Birmingham
Birmingham City Hall
Birmingham, AL 35203
205/254-2277

Zone No. 99, Wilmington, DE
Dorothy Sbriglia
State of Delaware
Delaware Development Office
Dover, DE 19901
302/736-4271

Zone No. 100, Dayton, OH
Gary D. Gieisel
Gtr. Dayton FTZ, Inc.
1880 Kettering Tower
Dayton, OH 45423-1880
513/226-1444

Zone No. 101, Clinton County, OH
Mike Kuli
Airborne Foreign-Trade Zone, Inc.
145 Hunter Drive
Wilmington, OH 45177
513/382-5591

Zone No. 102, St. Louis
Wayne Weidemann
St. Louis County Port Authority
130 S. Bemiston
Clayton, MO 63105
314/721-0900

Zone No. 103, Grand Forks, ND
Robert W. Nelson
Grand Forks Dev. Foundation

P.O. Box 1177, 204 N. Third
Grand Forks, ND 58201
701/772-7271

Zone No. 104, Savannah, GA
Don Fishero
Savannah Airport Commission
P.O. Box 2723
Savannah, GA 31402-2723
912/964-0514 or 964-0904

Zone No. 105, Providence & North Kingston, RI
Ted Spinard
Rhode Island Port Auth. & Econ. Dev. Corp.
7 Jackson Walkway
Providence, RI 02903
401/277-2601

Zone No. 106, Oklahoma City
Carolyn Lyon
The City of Oklahoma City
c/o Community Dev. Dept.
200 N. Walker, 4th Fl.
Oklahoma City, OK 73102
405/231-2583

Zone No. 107, Des Moines
Fred Caruthers
Centennial Warehouse Corp.
10400 Hickman Rd.
Des Moines, IA 50322
515/278-9517

Zone No. 108, Valdez, AK
Vern Chase
The City of Valdez, AK
Port of Valdez
200 S.W. Market St. Ste 985
P.O. Box 307
Portland, OR 97201-5713
503/227-4567

Zone No. 109, Watertown
Kenneth W. Steblen
The County of Jefferson
Jefferson Ind. Dev. Agency
175 Arsenal St.
Watertown, NY 13601
315/785-3226

Zone No. 110, Albuquerque
Bob Wittington
FTZ Operators, Inc.
1617 Broadway N.E., P.O. Box 26928
Albuquerque, NM 87125
505/842-0088

Zone No. 111, JFK Int'l Airport, NY
Gerald Drasheff
Port Auth. of NY & NJ
Kennedy Int'l Airport, Bus. Admin. Div., Bldg. 141
Jamaica, NY 11430
212/656-4402

Zone No. 112, Colorado Springs
Leon Bronfin
Front Range FTZ, Inc.
Century Bank Plaza Bldg.
300 E. 1st Ave., Suite 680
Denver, CO 80206
303/320-5313

Zone No. 113, Ellis County, TX
Larry White
Trade Zone Operations, Inc.
100 Center Drive
Midlothian, TX 76065
214/299-6301

Zone No. 114, Peoria, IL
Donald Schoenheider
Economic Dev. Council, Inc.
230 S.W. Adams
Peoria, IL 61602
309/676-0755

Zone No. 115, Beaumont, TX
Dolly Johnson
FTZ of Southeast Texas, Inc.
2748 Viterbo Rd., P.O. Box 12
Beaumont, TX 77705
409/722-7831

Zone No. 116, Port Arthur, TX
Dolly Johnson
FTZ of Southeast Texas, Inc.
2748 Viterbo Rd., P.O. Box 12
Beaumont, TX 77705
409/722-7831

Zone No. 117, Orange, TX
Dolly Johnson
FTZ of Southeast Texas, Inc.
2748 Viterbo Rd., P.O. Box 12
Beaumont, TX 77705
409/722-7831

Zone No. 118, Ogdensburg, NY
Salvatore Pisani
Ogdensburgh Bridge & Port Auth.
Ogdensburg, NY 13669
315/393-4080

Zone No. 119, Minneapolis-St. Paul
James Heltzer
Gtr. Metro. FTZ Commission
331 2nd Ave. S., Midland Square Bldg.
Minneapolis, MN 55401
612/348-7116

Zone No. 120, Cowlitz County, WA
John C. Thompson
Cowlitz Econ. Dev. Council
1338 Commerce, Suite 211
Longview, WA 98632
206/423-9921

Zone No. 121, Albany, NY
Chungchin Chen
Capital Dist. Reg. Planning Cmsn.
251 River St., Monument Square
Troy, NY 12180
518/272-1414

Zone No. 122, Corpus Christi, TX
Thomas S. Moore
Port of Corpus Chrisiti Auth.
P.O. Box 1541
Corpus Christi, TX 78403
512/882-5633

Zone No. 123, Denver
Don Cooper
Aspen Distribution
5401 Oswego St., P.O. Box 39108
Denver, CO 80239
303/371-2511

Zone No. 124, Grammarchy, LA
Robert G. Egan
South Louisiana Port Cmsn.
152 Bell Terre Blvd., Ste. 100
P.O. Drawer K
La Place, LA 70068
504/568-6194

Zone 125, South Bend, IN
Kenneth Kanczuzewski
Material Trans Action
2741 N. Foundation Dr.
South Bend, IN 46634-1877
219/233-2666

Zone No. 126, Sparks, NV
Kevin Day
Nevada Dev. Auth.
Nevada FTZ
P. O. Box 11710
Reno, NV 89510
702/784-3844

Zone No. 127, West Columbia, SC
Donnie B. Turbeville
Columbia Metro. Airport
3000 Aviation Way
W. Columbia, SC 29169-2190
803/794-3427

PLANT LOCATION ADVERTISERS

are the authorities that can supply you with detailed economic and industrial data.

For further information on:

- *business climate*
- *financial incentives*
- *demographics*
- *education*
- *lifestyle*
- *major industries*

. . . and other site location data, use the post-paid **READER SERVICE CARD** in the back of the book

NEW ENGLAND

- CONNECTICUT
- MAINE
- MASSACHUSETTS
- NEW HAMPSHIRE
- RHODE ISLAND
- VERMONT

Regional Review

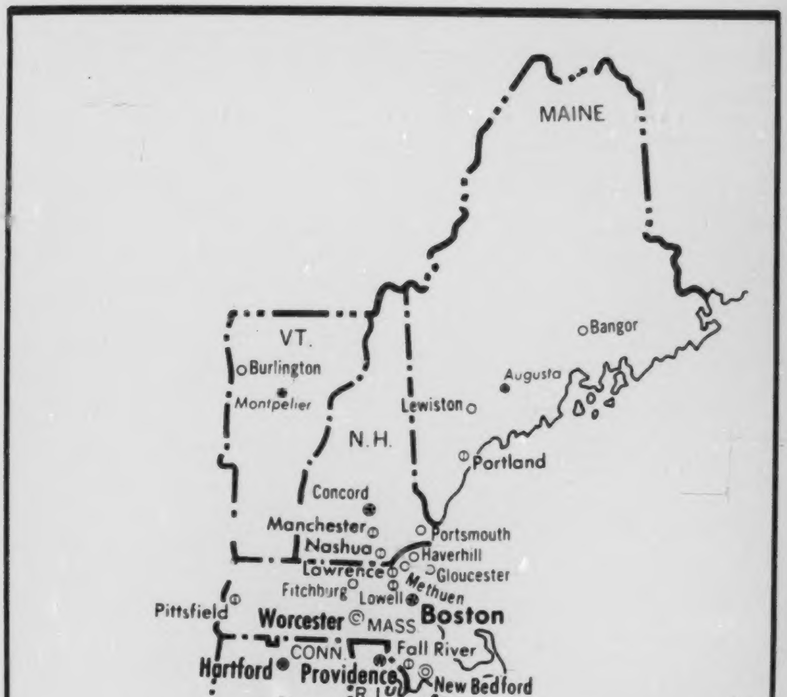
New England has more science and engineering Ph.D.s per capita and more patents awarded per capita than any other U.S. region. It is also the top region in educational achievement (as measured by SAT scores) and in the percentage of 16- to 24-year-olds attending four-year colleges and universities (over 25%), according to the 1986 Ameritrust/SRI study entitled *Indicators of Economic Capacity.*

The low crime rate and attractive quality of life have lured young professionals to the area, and new businesses have started up in record numbers. One result: Per capita income is $14,251, the highest in the nation.

Here's a summary of recent developments in each of the region's states.

Connecticut. Pro-business legislation enacted in 1986 in this high-technology manufacturing state included the following: The development of a seed venture fund; the refining of the urban enterprise zone program; the initiation of the CORNER (Comprehensive Readjustment of the Northeast Economic Region) Revolving Loan Program and the Exporters Revolving Program; and expansion of the CDA Mortgage Insurance Program, the State Industrial Parks Program, the Employee Ownership Trust Fund, the Connecticut Product Development Corporation, and the State Tourist Information Centers.

Additional pro-business activities in the state included the signing of an agreement with the Tokai Bank, Ltd., of Japan to exchange information and provide assistance for the mutual benefit of businesses in Connecticut and Japan. Also, the Federal Tax Reform Act was passed, the purpose of which is to make low-cost, state-sponsored financing available to manufacturers.



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Two

strong

reasons

for

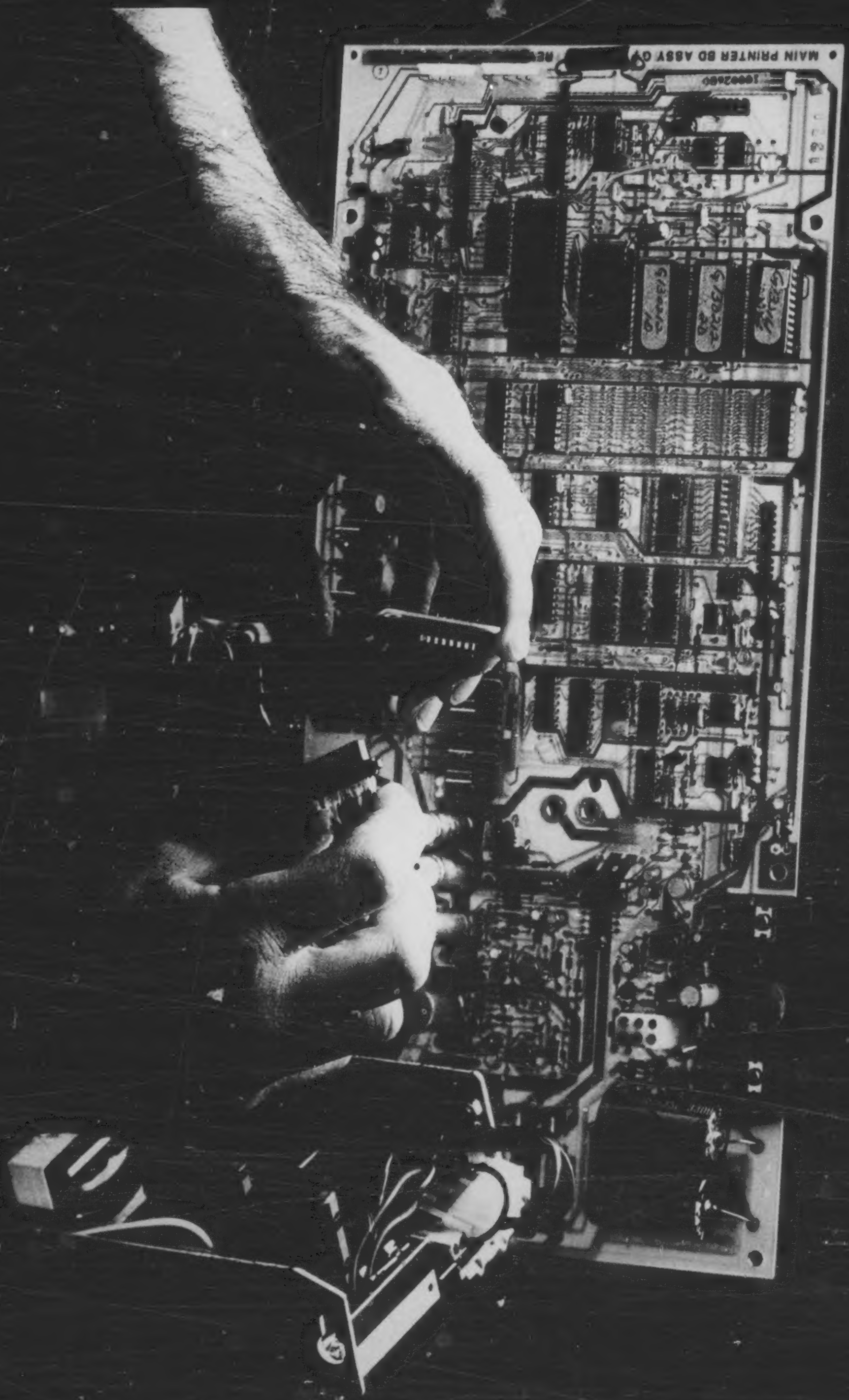
locating

your

business

in

Connecticut



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For further information, contact Commissioner John J. Carson, Connecticut Department of Economic Development,
Suite 59, 210 Washington Street, Hartford, CT 06106. Or call (203) 566-3787.

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New facilities to the state in 1986 included Miles Pharmaceuticals in West Haven; Bristol Myers Company in Wallingford; Dictaphone Corporation in Stratford; Crystal Brands in Southport; and Bloomingdales in Cheshire.

Maine. Natural resources play an important role in Maine's economy: fishing, farming, and forestry are three of its main industries. At the same time, the number of employees on nonagricultural payrolls has had a growth rate of 9.7% since 1980. A percentage of this has been in the growing high-technology and textile sectors. The unemployment rate is one of the lowest in the country at 4.2% as of August 1986.

While the state is generally regarded as having conservative financial policies, it has a AAA credit rating from Standard & Poor's, and the overall debt burden is 4% of general fund expenditures.

Massachusetts. The state has gone through a tremendous turnaround since the bleak mid 1970s, when unemployment was high due to the closing of many industrial plants. Since the early 1980s, though, Massachusetts' unemployment rate has been one of the lowest in the country. The increasing number of high-technology, defense, and service industries in the state is the reason why.

The availability of higher-education facilities—there are 65 in the Boston area alone—has assisted in making Massachusetts the state with the greatest number of science and engineering Ph.D.s per capita.

The state legislature is doing its part to promote new business. One example: In response to the high cost of living problem which was discouraging growth, Proposition 2 1/2 was passed in 1980 to limit property taxes.

New Hampshire. New Hampshire is the only state in the country with neither an income nor a sales tax. This can certainly be considered a factor in the 8.4% population growth rate in the last five years—well above the 5.4% national average for that period. The bulk of state revenue comes from tobacco-excise and business-profit taxes, as well as from liquor sales profits. And additional revenue has been coming in from Tri-State Megabucks, a joint lottery set up in Sept. 1985 between Vermont, Maine, and New Hampshire.

Average per capita income in the state was $13,192 in 1985, the 15th-highest in the country; in the same year, unemployment was the lowest in the country at 2.6%.

Rhode Island. According to the Rhode Island Department of Economic Development, employment in the service industry has increased from 72,000 in 1977 to 105,000 in 1986 for a 45% gain.

Other positive economic indicators: Unemployment fell as low as 3.3% during 1986, and the year-end average was 4.0%—the lowest in the state's history.

Additionally, since Jan. 1985 the personal income tax has decreased 16%, the gift tax has been eliminated, and there has been a phasing out of the inheritance tax.

New business to the state in 1986 included an AT&T regional customer service center and the headquarters for AVCO, a division of Textron.

Vermont. Despite nationwide rural agricultural troubles and the fact that the state is the most rural state in the country (the rural population is 66%, according to the Census Bureau), Vermont still had a job growth rate of 14.8% in 1985. That is because manufacturing, not farming, is the largest employer, accounting for about 20% of the state's total employment. Of this, 5.2% of the employment is in the production of electronic components and equipment.

The number of people employed in high-technology industries between 1972 and 1982 in Vermont was the fourth highest in the nation. IBM's presence in the state plays a large part in this; it is the state's largest employer and has 8,000 Vermont workers. ☐

STATE INFORMATION:

Financial assistance to industry:
- Development incentives (financial)
- Tax incentives
- Bonds & direct loans for buildings & construction
- Bonds & direct loans for machinery & equipment
- Bonds & direct loans for land
- Bonds & direct loans for pollution control & energy conservation
- Urban area development incentives
- Urban enterprise zone development incentives
- New product development financing
- Industrial mortgage insurance
- Assistance for job training
- Private & public financing programs
- Business generation assistance
- Site & facility location assistance

Tax rates:
- Corporate income tax 11.5%
- Personal income tax ....none
- Personal property tax levied by local communities, assessment at 70% fair market value in all towns
- Sales tax:
  - Retail sales 7½%
  - Business services 7½%
- Incorp. & franchise tax . (see corp. tax)
- Gasoline tax .... $.17/gal.

Advanced education facilities:
- Four-year colleges & universities 24
- Two-year or junior colleges..............34
- Vocational & business schools......111

Medical facilities:
- Hospitals 65
- Clinics...41

Labor analysis:
- Civilian labor force..... 1,711,000 (1985)
- High school graduates 50,700
- Source: City Metro Area Data Book 1986

For additional labor market information, contact Employ. Security Division, Labor Dept., 200 Folly Brook Blvd., Wethersfield, CT 06106, 203/566-5160.

Environment controls:

Air pollution: Air Compliance Section, State Dept. of Environ. Protection, State Off. Bldg., Hartford, CT 06115, 203/566-4030

Water pollution: Water Compliance and Hazardous Substances Section (same address as above), 203/566-3245

Noise pollution: Office of Noise Control (same address as above), 203/566-7494

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
CONNECTICUT	3,107.6	3,175.9
Bridgeport	142.5	142.6
Bristol	57.4	58.8
Danbury	60.5	63.8
East Hartford	52.6	51.8
East Haven	25.0	NA
Enfield	42.7	42.1
Fairfield	54.8	53.4
Greenwich	59.6	58.8
Groton Town	41.1	41.9
Hamden	51.1	51.3
Hartford	136.4	135.2
Manchester	49.8	49.0
Meriden	57.1	58.3
Middletown	39.0	39.8
Milford	50.9	51.8
Naugatuck	26.5	NA
New Britain	73.8	72.2
New Haven	126.1	124.4
New London	28.8	28.5
Newington	28.8	NA
Norwalk	77.8	78.5
Norwich	38.1	38.6
Shelton	31.3	NA
Southington	36.9	NA
Stamford	102.5	102.2
Stratford	50.5	50.5
Torrington	31.0	NA
Trumbull	33.0	NA
Vernon	28.0	NA

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Joseph J. Santopietro
Mayor

Richard Barberi
Chairman

Howard Plomann
Executive Director

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Wallingford	37.3	NA
Waterbury	103.3	103.2
West Hartford	61.3	60.0
West Haven	53.2	53.6
Westport	25.3	NA
Wethersfield	26.0	NA

New England County Metropolitan Areas (NECMAs)

	Census 1980 —Thousands—	Estimate 1986
Bridgeport-Stamford-Norwalk-Danbury	807.1	820.2
Hartford-New Britain-Middletown-Bristol	1,051.6	1,075.4
New Haven-Waterbury-Meriden	761.3	773.5
New London-Norwich	238.4	246.4

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
CONNECTICUT		
396.1	41.2	9.98
Bridgeport-Milford		
61.7	40.2	10.36
Hartford		
90.3	41.1	10.22
New Britian		
21.0	NA	NA
New Haven-Meriden		
45.9	40.6	9.61
Stamford		
26.2	NA	NA
Waterbury		
26.3	41.5	8.70

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Hartford 7/86
Office, professional, & technical	
Payroll clerks	$ 7.14
Accounting clerks	7.48
File clerks	5.47
Typists	6.94
Key entry operators	6.73
Secretaries	9.40
Stenographers	NA
Switchbd opr-receptionists	6.78
Word processors	7.65
Drafters	11.01
Electronics technicians	11.80
Computer operators	9.33
Computer programmers	13.30
Computer systems analysts	17.04
Maintenance & powerplant	
Carpenters	12.14
Electricians	13.05
Engineers, Stationary	13.64
Machinists	11.85
Mechanics (machinery)	11.35
Tool & die makers	12.81
Custodial & material movement	
Guards	5.45
Janitors, porters & cleaners	NA
Laborers, mat'l hdlg	8.39
Shippers & receivers	8.02
Truckdrivers	9.99
Forklift operators	10.26

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
CONNECTICUT		
1,784.7	69.7	3.9
Bridgeport-Milford		
238.3	11.7	4.9
Hartford		
425.6	14.6	3.4
New Britain		
73.3	3.3	4.4
New Haven-Meriden		
274.8	10.8	3.9
Stamford		
122.1	3.5	2.9
Waterbury		
105.2	5.7	5.4

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
66.0	39.3	15.22
MANUFACTURING		
410.6	41.9	9.57
DURABLE GOODS		
308.0	42.2	9.77
Lumber & Furniture-SIC 24		
7.6	42.0	7.44
Primary metal industries-SIC 33		
14.6	43.4	10.04
Fabricated metal producis-SIC 34		
49.3	42.0	8.99
Machinery. except electrical-SIC 35		
50.0	43.2	10.35
Electrical & electronic equip.-SIC 36		
60.0	41.1	8.21
Transportation equipment-SIC 37		
83.3	42.7	11.97
Instruments & related products-SIC 38		
27.5	43.1	9.02

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bridgeport 3, 7, 10, 13, 25
Bristol 1 (Hartford)
Danbury 3 (Bridgeport)
East Hartford 1, 3 (Hartford)
East Haven (New Haven)
Enfield (Hartford)
Fairfield 3 (Bridgeport)
Greenwich 3 (White Plains, NY)
Groton 4 (New London)
Hamden (New Haven)
Hartford 1, 3, 6, 8, 9, 11-15, 17-24, 26-31
Manchester 3 (Hartford)
Meriden 3 (Hartford)
Middletown 3 (Hartford)
Milford 3 (Bridgeport)
Naugatuck 1 (New Haven)
New Britain 1, 3 (Hartford)
New Haven 1, 3, 7, 13
New London 2, 4, 5, 13, 16, 22
Newington 1, 3 (Hartford)
Norwalk 3 (White Plains, NY)
Norwich 2, 4 (New London)
Shelton 3 (New Haven)
Southington 1 (Hartford)
Stamford 3 (White Plains, NY)
Stratford 3 (Bridgeport)
Torrington 1 (Hartford)
Trumbull (Bridgeport)
Vernon (Hartford)
Wallingford 1, 3 (New Haven)
Waterbury 1 (New Haven)
West Hartford (Hartford)
West Haven 3 (New Haven)
Westport 3 (Bridgeport)
Wethersfield (Hartford)

Railroads

1. Boston & Maine Corp.
2. Central Vermont Railway
3. Conrail
4. Providence & Worcester R.R. Co.

Airlines

5. Action Airlines
6. Air Ontario
7. Air Wisconsin
8. American
9. American Eagle
10. Business Express
11. Continental Commuter-New York Air
12. Delta
13. Delta Connection-Business Express
14. Eastern
15. Eastern Bar Harbor Express
16. East Hampton-Aire
17. Gulfstream
18. Holiday Airlines
19. Mall Airways
20. New York Air
21. New York Air Connection-Gull Air
22. Pan Am Express-Ransome Arlns.
23. People Express
24. Piedmont
25. Piedmont Regional-Henson
26. Pilgrim Airlines
27. Presidential Airways
28. Republic
29. TWA
30. United
31. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	97	552
Gem stones	NA	2
Sand & gravel (construction)	6,300	22,700
Stone:		
Crushed	9,200	53,900
Dimension	22	1,376
Combined value of feldspar, lime (1984), mica (scrap) and sand and gravel (industrial)		6,158
Total 1985 (preliminary)		84,688

* thousand short tons

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bridgeport — 8e, 6g
Bristol — 3eg

Danbury — 3eg
East Hartford — 3e, 1g
East Haven — 8e, 6g
Enfield — 3eg
Fairfield — 8e, 6g
Greenwich — 3e, 1g
Groton — 2e, 3e
Hamden — 8e, 6g
Hartford — 3eg, 1g
Manchester — 3e, 1g
Meriden — 3eg
Middletown — 3eg
Milford — 8e, 6g
Naugatuck — 3eg
New Britain — 3e, 1g
New Haven — 8e, 6g
Newington — 3e, 1g
New London — 3eg
Norwalk — 4e (serves E. Norwalk), 7e (serves S. Norwalk), 3eg
Norwich — 5eg
Shelton — 8e, 3g
Southington — 3eg
Stamford — 3eg
Stratford — 8e, 6g
Torrington — 3eg
Trumbull — 8e, 6g
Vernon — 3eg
Wallingford — 9e, 3g
Waterbury — 3eg
West Hartford — 3e, 1g
West Haven — 8e, 6g
Westport — 3e, 6g
Wethersfield — 3e, 1g

1. Connecticut Natural Gas Corp.
   100 Columbus Blvd., Hartford 06103
2. Groton Dept. of Utilities
   295 Meridan St., Box 820, Groton 06340
3. Northeast Utilities
   (Conn Light & Power Co.) Selden St., Berlin 06037-1616; Box 270, Hartford 06141-0270
4. Norwalk Third Taxing Dist.
   2 Second St., Norwalk 06855
5. Norwich Dept. of Public Utilities
   34 Courthouse Sq., Norwich 06360
6. Southern Conn. Gas Co.
   880 Broad St., Bridgeport 06604
7. S. Norwalk Electric Works
   State St., Box 400, S. Norwalk 06856
8. United Illuminating Co.
   80 Temple St., New Haven 06506
9. Wallingford Elec. Div.
   100 John St., P.O. Box 190, Wallingford 06492

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bridgeport	30	74	5501	746
Hartford	25	73	6174	666
Middletown	27	73	5976	611
Norwalk	28	73	5847	598

DEVELOPMENT COUNSELORS:

State Development Agency

Carson, John J., Cmsr.
Connecticut Dept. of Econ. Dev.
210 Washington St.
Hartford, 06106
203/566-3787

Areas & Others

Hartford
Cosgrove, Leslie, Pres.
Conn. Assn. of Municipal Dev. Cmsns.
60 Washington St., 06106
203/249-0388
Studley, Don B., Gas Mktg. Mgr.
Northeast Utilities Svc. Co.
P.O. Box 270, 06141-0270
203/721-2703

Middletown
Stronz, Michelle M., Exec. Dir.
Middletown Ind. Dev. Corp.
70 College St., 06457
201/347-7291

Naugatuck
Greene, James N., Jr., Exec. V.P.
The Naugatuck C. of C., Inc.
235 Meadow St., 06770
203/729-4511

New Haven
Becker, Eugenia, Dir., Bus. Dev.
Econ. Dev. Group Exec.
New Haven Chamber of Comm.
195 Church St., 06506
203/787-6735

Waterbury
Plomann, Howard
Waterbury Renewal & Econ. Dev. Agency
29 Leewenworth St., 06702
203/757-9621

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Name ________________

Title ________________

Company ________________

Address ________________

____

Telephone ________________

Circle 17 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:

- Financial packaging assistance
- Industrial & revenue bonds for land, buildings, & equipment
- Umbrella revenue bonds for small companies
- Regional revolving loan funds
- Community development loans
- Subsidized training programs
- Loan guarantees
- Venture capital
- SBA 503 & 7A loans
- Jobs & investment tax credit
- Farmers Home Administration loan guarantees
- Urban Development Action Grants (most communities eligible)
- No inventory tax
- No sales tax on air/water pollution control equipment
- No sales tax on raw materials used in mfg. of products for resale
- Marketing assistance
- Business assistance
- Site location assistance
- Mortgage insurance program
- Veterans' loans
- Natural resource entrants program
- Tax increment financing

Tax rates:

Corporate income tax	3.5% on first $25,000; 7.93% on income between $25,000 & $75,000; 8.33% on income between $75,000 & $250,000; 8.93% on excess over $250,000
Personal income tax	1%-10%
Sales tax	5%
Franchise tax	none
Incorporation tax	none
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	17
Two-year or junior colleges	NA
Vocational & business schools	35

Medical facilities:

Hospitals	44

Labor analysis:

Civilian labor force	583,600
High-school grads. (employed)	533,000

For further labor market information, contact Employ. Security Commission, 20 Union St., Augusta, ME 04330, 207/289-3029

Environment controls:

Air, water, land, & hazardous waste pollution: Henry Warren, Cmsr., Dept. of Environ. Protection, AMHI, Ray Bldg., Augusta, ME 04333, 207/289-2811

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
MAINE	1,124.7	1,175.4
Bangor	31.6	30.8
Lewiston	40.5	39.6
Portland	61.6	62.6

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1986
	—Thousands—	
Bangor	137.0	138.9
Lewiston-Auburn	99.7	100.9
Portland	215.8	226.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MAINE	107.4	41.0	8.58
Lewiston - Auburn	10.6	NA	NA
Portland	17.0	39.0	9.12

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MAINE	583.6	24.5	4.2
Lewiston-Auburn	39.8	2.3	5.7
Portland	116.4	2.8	2.4

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Portland ME 12/85
Office, professional, & technical	
Payroll Clerks	$ 7.27
Accounting clerks	6.52
File clerks	4.85
Typists	5.34
Key entry operators	6.37
Secretaries	7.91
Switchbd opr-receptionists	5.75
Word processors	6.45
Drafters	NA
Electronic technicians	NA
Computer operators	8.55
Computer programmers	11.49
Computer systems analysts	14.92
Maintenance & powerplant	
Machinists	11.83
Mechanics (machinery)	11.11
Tool & die makers	12.76
Custodial & material movement	
Guards	NA
Janitors, porters, & cleaners	6.47
Laborers, material handling	6.69
Shippers & receivers	7.31
Truckdrivers	9.32
Forklift operators	7.96

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	23.0	NA	NA
MANUFACTURING	106.2	40.0	8.40
DURABLE GOODS	44.5	40.1	8.46
Lumber & wood products- SIC 24	14.1	40.5	8.06
Primary & fabricated metals- SIC 33	18.1	39.5	8.10

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bangor 1, 4-7, 10, 12
Lewiston 3, 4, 7
Portland 2-12

Railroads

1. Bangor & Aroostook R.R. Co.
2. Boston & Maine Corp.
3. Canadian National Railways
4. Maine Central R.R. Co.

Airlines

5. Bangor Int'l Airline
6. Delta
7. Eastern Bar Harbor Express
8. People Express
9. Presidential Airways
10. United
11. USAir
12. Valley Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bangor — 1e, 3g
Lewiston — 2e, 4g
Portland — 2e, 4g

1. Bangor Hydro-Electric Co.
   33 State St., Bangor 04401
2. Central Maine Power Co.
   Edison Drive, Augusta 04336
3. Maine Utility Gas Co.
   34 Central St., Bangor 04401
4. Northern Utilities, Inc.
   1075 Forest Ave., Portland 04104

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Lewiston	21	70	7351	390
Portland	22	68	7501	254

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	49	97
Sand & gravel (construction)	7,800	19,200
Stone (crushed)	2,000	3,000
Combined value of cement, garnet, peat, and stone (dimension)		20,175
Total 1985 (preliminary)		42,872

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Stevens, Leslie E., Dir.
State Dev. Office
Maine State House Station 59
193 State St.
Augusta, 04333
207/289-2656

Areas & Others

Augusta

Jordan, M. Peter, Dir.
Dept. of Econ. Dev.
One Cony St., 04330
207/626-2336

Kelso, Richard L., C.I.D.
Maine Dev. Foundation
1 Memorial Circle, 04330
207/622-6345

Wagner, Richard F., Jr., C.I.D.
Bus. & Comm. Svcs. Dir.
Central Maine Power Co.
Edison Dr., 04336
207/623-3521

Waterville

Keefe, James K.,
Econ. Research Assoc.
38 Johnson Hts., 04901
207/873-1396

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Revenue bonds & industrial mortgage guarantees
- Bonds for pollution control equip.
- Aid for job training
- Technical assistance & start-up capital for small technology-based businesses and mature industries

Tax rates:

Corporate income tax...... 9.5% on net
Personal income tax.................5.375% on earned income, or 10.75% on unearned (stock dividends, etc.)
Personal property tax .....varies locally
Sales tax...5%
Franchise tax .... $2.60/M on tangibles or net worth. $228.00 min.
Inventory tax $2.60/M
Gasoline tax........10% on whole state, with min of $.11/gal.

Advanced education facilities:

Four-year colleges & universities 84
Two-year or junior colleges...............35
Vocational & business schools......169

Medical facilities:

Hospitals..177
Medical clinics 164
Mental health clinics 280
Outpatient clinics.............................147

Labor analysis:

Civilian labor force...... 3,143,200 (7/86)
High school graduates ... 65,885 (1984)

For additional labor market information, contact Employ. Security Div., Charles F. Hurley Employ. Security Bldg., Government Ctr., Boston, MA 02114, 617/727-7412.

Environment controls:

Air & water pollution: Mass. Dept of Environ. Quality Engineering, Div. of Pollution Control, 110 Tremont St., Boston, MA 02202, 617/727-3855

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
MASSACHUSETTS	5,737.0	5,847.4
Agawam	26.3	NA
Amherst	33.2	NA
Andover	26.4	NA
Arlington	48.2	45.2
Attleboro	34.2	34.8
Barnstable	30.9	NA
Belmont	26.1	NA
Beverly	37.7	NA
Billerica	36.7	NA
Boston	563.0	554.6
Braintree	36.3	NA
Brockton	95.2	98.1
Brookline	55.1	53.7
Cambridge	95.3	91.9
Chelmsford	31.2	NA
Chelsea	25.4	NA
Chicopee	55.1	56.4
Dedham	25.3	NA
Everett	37.2	NA
Fall River	92.6	93.4
Fitchburg	39.6	40.2
Framingham	65.1	64.6
Gloucester	27.8	28.3
Haverhill	46.9	47.9
Holyoke	44.7	42.8
Lawrence	63.2	65.1
Leominster	34.5	35.1
Lexington	29.5	NA
Lowell	92.4	93.2
Lynn	78.5	80.0
Malden	53.4	53.4
Marlboro	30.6	NA
Medford	58.1	57.0
Melrose	30.1	NA
Methuen	36.7	NA
Milton	25.9	NA
Natick	29.5	NA
Needham	27.9	NA
New Bedford	98.5	96.9
Newton	83.6	81.9
Northampton	29.3	29.9
Norwood	29.7	NA
Peabody	46.0	46.3
Pittsfield	52.0	50.5
Plymouth	35.9	NA
Quincy	84.7	84.2
Revere	42.4	42.0
Salem	38.2	38.7
Somerville	77.4	75.4
Springfield	152.3	149.7
Stoughton	26.7	NA
Taunton	45.0	46.8
Waltham	58.2	57.4
Watertown	34.4	NA
Wellesley	27.2	NA
West Springfield	27.0	NA
Westfield	36.5	36.8
Weymouth	55.6	54.8
Woburn	36.6	NA
Worcester	161.8	161.6

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1986
	—Thousands—	
Boston-Lawrence-Salem-Lowell-Brockton	3,662.7	3,703.1
New Bedford-Fall River-Attleboro	474.7	492.9
Pittsfield	145.1	143.1
Springfield	581.8	586.1
Worcester-Fitchburg-Leominster	646.4	662.9

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MASSACHUSETTS	621.3	41.0	9.27
Boston	309.1	40.0	10.12
Brockton	10.9	NA	NA
Fall River	19.9	NA	NA
Lawrence-Haverhill	55.3	NA	NA
Lowell	37.3	NA	NA
New Bedford	20.5	NA	NA
Springfield-Chicopee-Holyoke	51.0	42.6	8.98
Worcester	43.5	40.9	9.37

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MASSACHUSETTS	3,161.5	116.9	3.7
Boston	1,549.5	50.9	3.3
Brockton	98.5	4.2	4.2
Fall River	80.4	4.3	5.3
Fitchburg-Leominster	48.2	2.4	5.0

MASSACHUSETTS

Lawrence-Haverhill		
189.7	9.3	4.9
Lowell		
155.8	6.7	4.3
New Bedford		
89.8	4.4	4.9
Pittsfield		
42.7	1.5	3.5
Springfield		
249.5	10.0	4.0
Worcester		
208.7	8.3	4.0

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Boston 8/86	Worcester 4/86
Office, professsional, & technical		
Payroll clerks ....$	8.56	7.85
Accounting clerks	7.83	7.71
File clerks........................	6.04	5.08
Typists	6.92	NA
Key entry operators	7.29	6.64
Secretaries	10.00	9.01
Stenographers	8.92	NA
Switchbd operators/ receptionists	7.17	6.59
Word processors	8.68	7.04
Drafters............................	12.15	10.83
Electronic technicians....	11.19	10.78
Computer operators........	9.47	8.91
Computer programmers	13.11	12.35
Computer systems analysts	16.96	15.62
Maintenance & powerplant		
Carpenters.......................	12.27	11.03
Electricians	13.78	11.84
Engineers, stationary......	13.94	11.70
Machinists........................	12.52	11.52
Mechanics (machinery)...	11.78	10.90
Tool & die makers	13.70	11.80
Custodial & material movement		
Guards	6.06	5.59
Janitors, porters, & cleaners	6.23	5.90
Laborers, mat'l handling	7.79	6.68
Shippers & receivers	8.77	7.81
Truckdrivers	12.01	10.96
Forklift operators	10.33	9.43

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
108.8	NA	NA
MANUFACTURING		
661.1	40.7	9.0
DURABLE GOODS		
447.0	41.5	9.45
Lumber & furniture-SIC 24		
12.3	38.3	6.84
Stone, clay, & glass prods.-SIC 32		
11.5	40.3	10.91
Primary metal industries-SIC 33		
15.8	42.6	8.56
Fabricated metal products-SIC 34		
47.5	41.2	9.37
Machinery, except electrical-SIC 35		
112.6	42.4	9.89
Electrical & electronic equip.-SIC 36		
128.6	42.2	9.00
Transportation equipment-SIC 37		
40.8	40.2	11.38
Instruments & related prods.-SIC 38		
58.0	40.6	9.55
Misc. mfg. industries-SIC 39		
19.9	41.0	8.01

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (B) = Boston.

Agawam (Chicopee)
Amherst 3 (Hartford, CT)
Andover 2 (Manchester, NH; B)
Arlington 2 (B)
Attleboro 4 (Providence, RI)
Barnstable 4 (Hyannis; B)
Belmont 2 (B)
Beverly 2 (B)
Billerica 2 (B)
Boston 2, 4, 5, 7-25, 27, 29-54
Braintree 1 (B)
Brockton 4 (B)
Brookline (B)
Cambridge 2 (B)
Chelmsford (B)
Chelsea 2, 4 (B)
Chicopee 2, 28
Dedham 4 (B)
Everett 2, 4 (B)
Fall River 4 (New Bedford)
Fitchburg 2, 4 (Worcester)
Framingham 4 (B)
Gloucester 2 (B)
Haverhill 2 (Manchester, NH; B)
Holyoke 2 (Hartford, CT)
Lawrence 2 (Manchester, NH; B)
Leominster 4 (Worcester)
Lexington 2 (B)
Lowell 2 (B)
Lynn 2 (B)
Malden 2 (B)
Marlboro 4 (Worcester)
Medford 2 (B)
Melrose 2 (B)
Methuen 2 (B)
Milton (B)
Natick 4 (B)
Needham 1 (B)
New Bedford 4, 26, 34, 39
Newton 4 (B)
Northampton 2, 4 (Chicopee)
Norwood 4 (B)
Peabody 2 (B)
Pittsfield 2, 4 (Albany, NY)
Plymouth (B)
Quincy (B)
Randolph (B)
Revere 2 (B)
Salem 2 (B)
Somerville 2 (B)
Springfield 2, 4 (Hartford, CT)
Stoughton 4 (B)
Taunton 4 (New Bedford)
Wakefield 2 (B)
Waltham 2 (B)
Watertown 2 (B)
Wellesley 4 (B)
West Springfield 4 (Chicopee)
Westfield 4 (Hartford, CT)
Weymouth (B)
Woburn (B)
Worcester 2, 4, 6, 22, 41

Railroads

1. Bay Colony R.R. Corp.
2. Boston & Maine
3. Central Vermont Railway
4. Conrail
5. Illinois Central Gulf Railroad
6. Providence & Worcester R.R. Co.

Airlines

7. Aer Lingus PLC
8. Air Canada
9. Alitalia
10. Allegheny Commuter
11. American
12. American Eagle
13. Braniff
14. British Airways
15. BWIA International
16. Catskill Airways
17. Continental
18. Continental Commuter-Gull Air
19. Delta
20. Delta Connection-Business Express
21. Eastern
22. Eastern Bar Harbor Express
23. Eastern Precision Express
24. East Hampton Aire
25. El Al
26. Express Air, Inc.
27. First Air
28. Gulfstream
29. Long Island Airlines
30. Lufthansa
31. Midway Airlines, Inc.
32. Midwest Express
33. New York Air
34. New York Air Connection-Gull Air
35. Northwest
36. Pan American
37. Pan Am Express-Presidential Airways
38. Pan Am Express-Ransome Airlines
39. PBA-Provincetown-Boston
40. People Express
41. Piedmont
42. Piedmont Commuter-Brockway Air
43. Piedmont Regional-Henson
44. Precision Airlines
45. Presidential Airways
46. Republic
47. Sabena
48. Swissair
49. TAP Air Portugal
50. TWA
51. United
52. USAir
53. Western Airlines
54. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Agawam — 25e, 1g
Amherst — 25e, 3g
Andover — 19e, 1g
Arlington — 4e, 5g
Attleboro — 19e, 1g
Barnstable — 11e, 9g, 10g
Belmont — 2e, 5g, 12g
Beverly — 19e, 5g
Billerica — 19e, 9g
Boston — 4e, 5g
Braintree — 6e, 5g
Brockton — 14e, 1g
Brookline — 4e, 5g
Cambridge — 7e, 12g
Chelmsford — 19e, 9g
Chelsea — 4e, 5g
Chicopee — 8e, 1g
Danvers — 13e, 5g
Dedham — 4e, 12g
Everett — 19e, 5g

Fall River — 14e, 16g
Fitchburg — 17eg
Framingham — 4e, 5g, 12g
Gloucester — 19e, 5g
Haverhill — 19e, 15g
Holyoke — 18eg
Lawrence — 19e, 1g
Leominster — 19e, 5g
Lexington — 4e, 5g
Lowell — 19e, 9g
Lynn — 19e, 5g
Malden — 19e, 5g
Marlborough — 19e, 12g
Medford — 19e, 5g
Melrose — 19e, 5g
Methuen — 19e, 1g
Milton — 4e, 5g
Natick — 4e, 5g, 12g
Needham — 4e, 5g, 12g
New Bedford — 11e, 12g
Newton — 4e, 5g
Northampton — 19e, 1g
Norwood — 20e, 5g
Peabody — 21e, 5g
Pittsfield — 25e, 3g
Plymouth — 11e, 12g
Quincy — 19e, 5g
Randolph — 19e, 1g
Revere — 19e, 5g
Salem — 19e, 5g
Somerville — 4e, 5g, 12g
Springfield — 25e, 1g
Stoughton — 14e, 1g
Taunton — 22e, 1g
Wakefield — 23eg, 5g
Waltham — 4e, 5g
Watertown — 4e, 5g
Wellesley — 24e, 5g
West Springfield — 25e, 1g
Westfield — 26eg
Weymouth — 19e, 5g
Woburn — 4e, 5g
Worcester — 19e, 12g

1. Bay State Gas Co.
   120 Royall St., Canton 02021
2. Belmont Mun. Light Dept.
   450 Concord Ave., Belmont 02178
3. Berkshire Gas Co.
   115 Cheshire Rd., Pittsfield 01201
4. Boston Edison Co.
   800 Boylston St., Boston 02199
5. Boston Gas Co.
   One Beacon St., Boston 02108
6. Braintree Elec. Light Dept.
   44 Allen St., Braintree 02184
7. Cambridge Elec. Light Co.
   46 Blackstone St., Cambridge 02139
8. Chicopee Elec. Light Dept., 725
   Front St., Chicopee 01020
9. Colonial Gas Co.
   40 Market St., Lowell 01853
10. Colonial Gas Co., Cape Cod Div.
    127 White's Path, S. Yarmouth 02664
11. Commonwealth Electric Co.
    2421 Cranberry Hwy., Wareham
    02571
12. Commonwealth Gas Co.
    675 Massachusetts Ave., Cambridge
    02139
13. Danvers Elec. Division
    2 Burroughs St., Danvers 01923
14. Eastern Edison Co.
    110 Mulberry St., Box 471, Brockton
    02403
15. Essex County Gas Co.
    7 N. Hunt Rd., Box 500, Amesbury
    01913
16. Fall River Gas Co.
    155 N. Main St., Fall River 02722
17. Fitchburg Gas & Elec. Light Co.
    285 John Fitch Hwy., Box 2070,
    Fitchburg 01420
18. Holyoke Gas & Elec. Dept.
    70 Suffolk St., Holyoke 01040
19. Massachusetts Elec. Co.
    25 Research Dr., Westborough 01582
20. Norwood Mun. Light Dept.
    206 Central St., Norwood 02062
21. Peabody Mun. Light Plant
    70 Endicott St., Peabody 01960
22. Taunton Mun. Light Plant
    55 Weir St., Box 870, Taunton 02780
23. Wakefield Mun. Light Dept.
    9 Albion St., Wakefield 01880
24. W[illegible]esley Dept. of Public Works
    [illegible] Worcester, Box 364, Wellesley
    [illegible]ils 02181
25. [illegible]estern Mass. Elec. Co.
    [illegible]4 Brush Hill Ave., W. Springfield
    [illegible]1090-0010
26. Westfield Gas & Elec. Lt. Dept.
    100 Elm, Box 990, Westfield 01086

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	264	1,333
Lime	108	7,847
Sand & gravel (construction)	14,900	47,400
Stone:		
Crushed	7,100	42,100
Dimension	65	14,616
Combined value of gem stones, peat, and sand and gravel (industrial)		1,242
Total 1985 (preliminary)		114,538

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F Jan.	Temp. F Jul.	Degree Days Heating	Degree Days Cooling
Amherst	23	71	6612	500
Boston	30	74	5593	699
Fitchburg	24	72	6619	523
Framingham	26	73	6205	613
Haverhill	26	74	6024	667
Lawrence	26	73	6232	563
New Bedford	32	73	5305	721
Springfield	27	74	5953	699
Taunton	27	71	6276	455
Worcester	23	70	6950	359

DEVELOPMENT COUNSELORS:

State Development Agency

Moore, F. Eugene, Sr. Dpty. Cmsr.
Commonwealth of Massachusetts
Massachusetts Dept. of Comm. & Dev.
100 Cambridge St., Boston, 02202
617/727-3215

Areas & Others

Boston
Davis, Harold R., Partner
Davis, Malm & D'Agostine
One Boston Pl., 02108
617/367-2500
Sugrue, William J.
Dir., S.I.T.E. Program
Mass. Dept. of Comm.
Commonwealth of Massachusetts
100 Cambridge St., 02202
617/727-3215

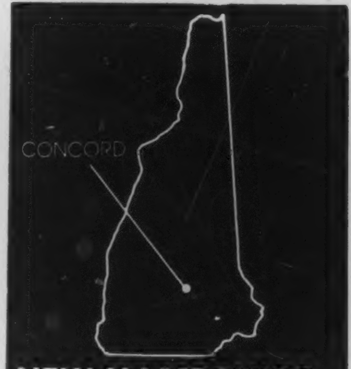
Cambridge
Foden, Harry G., C.I.D., V.P.
Arthur D. Little, Inc.
32 Acorn Pk., 02140
617/864-5770 Ext. 3141

Fall River
Director
Fall River Office of Econ. Dev.
One Government Center, 02722
617/675-1497

Fitchburg
Lanava, Michael A., Exec. Dir.
Ind. Dev. Cmsn.
718 Main St., City Hall, 01420
617/345-9602

Lowell
Markham, Thomas F., Dir.
Econ. & Ind. Dev. Assoc.
15 Garden Rd., 01852
617/452-3703

Taunton
McAloon, William A., Exec. Dir.
Taunton Ind. Dev. Cmsn.
14 Merchants Ln., 02780
617/824-5856



NEW HAMPSHIRE

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings
- Aid for job training
- Bonds for machinery & equipment
- Mortgage guarantees

Tax rates:

Corporate income tax	8¼% through June 30, 1987. 8% as of 7/1/87 per current legislation
Personal income tax	none
Sales tax	none
Incorporation tax	$60 min. additional fee based on amount of authorized tax
Franchise tax	equals amount of original incorporation fee. $25 document filing fee effective
Gasoline tax	$.14/gal.

Advanced education facilities:

Four-year colleges & universities	21
Two-year or junior colleges	7
Vocational & technical schools	10

Medical facilities:

Hospitals	27
Outpatient clinics (OC)	53
Day habilitation	19
Adult medical day care	5
Birthing center	1
Kidney dialysis	2

Labor analysis:

Civilian labor force....... 565,780 (10/86)
High school graduates.... 11,483 (6/84)
Mfg. workers in unions..... 15.8% (est.)

For additional labor market information, contact Dept. of Employ. Security, 32 S. Main St., Concord, NH 03301, 603/228-4123

Environment controls:

New Hampshire Dept. of Environmental Services, Alden H. Howard, Commissioner, P.O. Box 95, Concord, NH 03301, 603/271-3503

Air pollution: Dennis R. Lunderville, Dir., Air Resources Division, Hazen Dr., Concord, NH 03301, 603/271-4582

Water pollution: William A. Healy, Exec. Dir., Water Supply & Pollution Control Division, P.O. Box 95, Hazen Dr., Concord, NH 03301, 603/271-3503

Hazardous waste: John Minichiello, Chief, Hazardous Waste Mgt. Division, Hazen Dr., Concord, NH 03301, 603/271-4524

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
NEW HAMPSHIRE	920.6	1000.7
Concord	30.4	NA
Manchester	90.9	96.8
Nashua	67.9	74.1
Portsmouth	26.3	29.2

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1986
	Thousands	
Manchester-Nashua	275.0	301.9
Portsmouth-Dover-Rochester	275.7	310.5

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW HAMPSHIRE		
119.7	41.0	8.79
Nashua		
36.5	39.2	10.33

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW HAMPSHIRE		
564.8	16.5	2.9
Nashua		
87.3	2.7	3.1

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
31.3	NA	NA
MANUFACTURING		
123 1	40.7	8.39
DURABLE GOODS		
84.2	40.9	8.65
Lumber & wood prods.-SIC 24		
5.7	39.0	6.59
Furniture & fixtures-SIC 25		
1.6	39.7	7.02
Stone, clay, & glass prods.-SIC 32		
3.0	42.0	8.03
Primary metal industries-SIC 33		
4.3	41.7	8.96
Fabricated metal products-SIC 34		
7.2	40.2	8.00
Machinery, except electrical-SIC 35		
25.8	43.5	8.92
Electrical & electronic equip.-SIC 36		
25.6	39.3	9.40
Misc. mfg. industries-SIC 39		
2.2	39.6	6.68

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Manchester.

Concord 1 (M)
Manchester 1-5
Nashua 1 (M)
Portsmouth 1 (M)

Railroads

1. Boston & Maine Corp.

Airlines

2. Delta Connection-Business Express
3. Eastern Precision Express
4. United
5. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Concord — 1e, 2g
Manchester — 6e, 4g
Nashua — 6e, 3g
Portsmouth — 6e, 5g

1. Concord Electric Co.
   1 McGuire St., Box 1338, Concord 03301-1338
2. Concord Natural Gas Corp.
   66 N. Main St., Concord 03301
3. Gas Service, Inc.
   1260 Elm St., P.O. Box 329, Manchester 03105
4. Manchester Gas Co.
   1260 Elm St., P.O. Box 329, Manchester 03105
5. Northern Utilities, Inc.
   1075 Forest Ave., Portland, ME 04104
6. Public Service Co. of NH
   1000 Elm St., P.O. Box 330
   Manchester 03105

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	5,500	16,500
Stone:		
Crushed	910	3,200
Dimension	107	7,071
Combined value of other nonmetals		120
Total 1985 (preliminary)		26,891

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Concord	20	70	7482	353
Nashua	23	70	7081	351

DEVELOPMENT COUNSELORS:

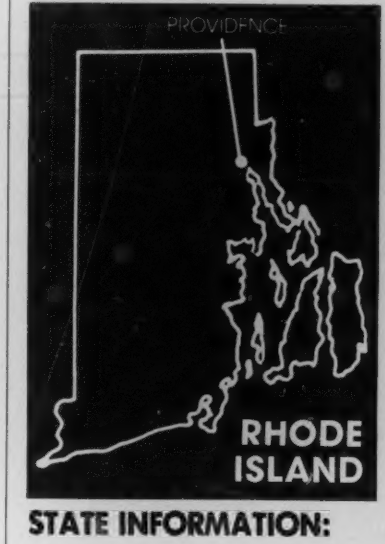
State Development Agency

Lurvey, Kenneth G., Econ. Dev. Dir.
Econ. Dev. Dept.
City of Concord
Concord, 03301
603/225-8595

Areas & Others

Concord
Econ. Dev. Dir.
Office of Ind. Dev.
State of New Hampshire
Dept. of Resources & Econ. Dev.
P.O. Box 856, Prescott Park, Bldg. 2
105 Loudon Rd., 03301
603/271-2591

Manchester
Taylor, Jay E., V.P.
Gtr. Manchester Dev. Corp.
889 Elm St., 03101
603/624-6505



STATE INFORMATION:

Financial assistance to industry:

Tax incentives
Bonds for buildings
Bonds for pollution control
Aid for job training
Confidential site location surveys
Mortgage guarantees for buildings & equipment
Low-cost financing for fixed-asset & working capital loans
Tax-exempt & insured industrial revenue bonds
SBA financing

Tax rates:

Corporate income tax..........8% of net

Personal income tax	22.21% of federal
Personal property tax	varies locally
Sales tax	6%
Franchise & incorp. tax	$2.50/10M
Gasoline tax	11% of wholesale price or $.13/gal., whichever higher

Advanced education facilities:

Four-year colleges & universities	10
Two-year or junior colleges	1
Vocational & business schools	12

Medical facilities:

Hospitals	20
Clinics	NA

Labor analysis

Civilian labor force	510,000
High school graduates	12,000
Mfg. workers in unions	11%

For additional labor market information, contact Dept. of Employ. Security, 24 Mason St., Providence, RI 02903

Environment controls:

Air & Water Pollution: Dept. of Environ. Mgt., 83 Park St., Providence, RI 02908, 401/277-2234

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1986
RHODE ISLAND	947.2	969.5
Coventry	27.1	NA
Cranston	72.0	72.5
Cumberland	27.1	NA
East Providence	51.0	51.6
Newport	29.3	NA
North Providence	29.2	NA
Pawtucket	71.2	72.7
Providence	156.8	154.4
Warwick	87.1	89.2
West Warwick	27.0	NA
Woonsocket	45.9	44.9

New England County Metropolitan Areas (NECMAs)

	Census 1980 —Thousands—	Estimate 1986
Providence-Pawtucket-Woonsocket	865.7	885.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
RHODE ISLAND	120.4	40.3	7.95
Pawtucket-Woonsocket-Attleboro	55.7	NA	NA
Providence	77.0	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
RHODE ISLAND	508.4	17.0	3.3
Pawtucket-Woonsocket-Attleboro	166.1	7.1	4.3
Providence	327.4	10.9	3.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Providence Warwick Pawtucket, RI/MA 6/86
Office, professional, & technical	
Payroll clerks	$ 7.06
Accounting clerks	6.87
File clerks	5.25
Typists	5.62
Key entry operators	6.24
Secretaries	8.32
Stenographers	6.68
Switchbd opr-recept's	5.95
Word processors	7.08
Drafters	9.83
Electronics technicians	10.85
Computer operator	8.04
Computer programmers	11.22
Computer systems analysts	15.37
Maintenance & powerplant	
Carpenters	9.49
Electricians	11.20
Engineers, stationary	NA
Machinists	10.13
Mechanics (machinery)	10.65
Tool & die makers	12.12
Custodial & material movement	
Guards	4.53
Janitors, porters, & cleaners	4.91
Laborers, mat'l handling	6.60
Shippers & receivers	7.83
Truckdrivers	10.98
Forklift operators	7.73

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	14.9	NA	NA
MANUFACTURING	119.5	40.2	7.59
DURABLE GOODS	81.8	40.1	7.62
Lumber & furniture-SIC 24	2.8	NA	NA
Stone, clay, & glass prods.-SIC 32	1.7	40.9	9.29
Primary metal industries-SIC 33	5.9	42.5	8.83
Fabricated metal products-SIC 34	9.6	40.3	6.82
Machinery, except electrical-SIC 35	5.6	43.8	9.49
Electrical & electronic equip.-SIC 36	12.0	38.7	7.37
Transportation equipment-SIC 37	9.8	41.0	10.25
Instruments & related prods.-SIC 38	5.6	41.8	7.31

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (P) = Providence

Coventry (P)
Cranston 2 (P)
Cumberland 2 (P)
East Providence 2 (P)
Newport 2, 10
North Providence (P)
Pawtucket 1, 2 (P)
Providence 1-12
Warwick (P)
West Warwick 2 (P)
Woonsocket 2 (P)

Railroads

1. Conrail
2. Providence & Worcester R.R. Co.

Airlines

3. American
4. American Eagle
5. Delta Connection-Business Express
6. Eastern
7. Pan Am Express-Ransome Airlines
8. People Express
9. Piedmont
10. Sakonnet Air Charter
11. United
12. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Coventry — 2e, 4g
Cranston — 2e, 4g
Cumberland — 1e, 5g
East Providence — 2e, 4g
Newport — 3e, 4g
North Providence — 2e, 4g, 5g
Pawtucket — 1e, 4g, 5g
Providence — 2e, 4g
Warwick — 2e, 4g
West Warwick — 2e, 4g
Woonsocket — 1e, 5g

1. Blackstone Valley Electric Co.
   Washington Hwy., Box 1111, Lincoln
   02865
2. Narragansett Electric Co.
   280 Melrose St., Providence 02901
3. Newport Electric Corp.
   Box 4128
   Middletown 02840-0011
4. Providence Gas Co.
   100 Weybosset St., Providence
   02903
5. Valley Resources Inc.
   1595 Mendon Rd., Cumberland
   02864

Water Resources

RI Water Resources Board
265 Melrose St.
Providence, 02907
401/277-2217

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	NA	5,600
Stone (crushed)	NA	6,900
Other, including gem stones, sand and gravel (industrial, 1984-85), and stone (dimension)		1,023
Total 1985 (preliminary)		13,523

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Providence	28	73	5908	574

DEVELOPMENT COUNSELORS:

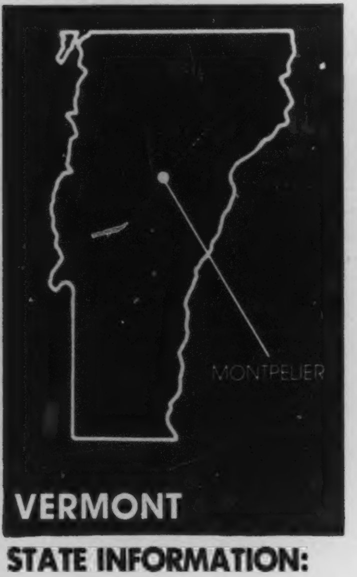
State Development Agency

Fazzano, Louis A, Dir.
Rhode Island Dept. of Econ. Dev.
7 Jackson Walkway
Providence, 02903
401/277-2601

Areas & Others

Pawtucket
Adams, Norman J., C.I.D., Pres. & CEO
North American Inds., Inc.
P.O. Box 348, 02862
401/725-6788

Woonsocket
Schmidt, Adolph T., C.I.D.
121 Prospect St., 02895
401/765-1640



STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Business consulting
- Direct loans
- Loan guarantees

Tax rates:

Corporate income tax	6-9%
Personal income tax	26% of federal
Sales tax	4%
Franchise & incorp. tax	graduated
Inventory tax	varies locally
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	23
Two-year or junior colleges	5
Vocational & business schools	16

Medical facilities:

Hospitals	16
Clinics	12

Labor analysis:

Civilian labor force	281,900
High school graduates	7,200

For additional labor market information, contact Dept. of Employ. and Training, P.O. Box 488, Green Mountain Dr., Montpelier, VT 05602, 802/229-0311

Environment Controls:

Air Pollution: Air Pollution Control, Environ. Engineering Div., Agency of Environ. Conservation, 103 South Main St., Waterbury, VT 05676

Water Pollution: Water Quality Div., Water Resources Dept., (same address as above)

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
VERMONT	511.5	537.8
Burlington	37.7	37.8

New England County Metropolitan Areas (NECMAs)

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
Burlington	120.1	127.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
VERMONT	49.8	41.0	8.89
Burlington	16.6	42.9	9.65
Springfield	3.8	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
VERMONT	287.4	10.1	3.5
Burlington	70.2	2.0	2.9

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	14.4	NA	NA
MANUFACTURING	49.5	40.7	8.41
DURABLE GOODS	35.3	41.4	8.61
Lumber & wood prods.-SIC 24	3.7	38.2	6.52
Furniture & fixtures-SIC 25	2.0	42.5	7.01
Stone, clay, & glass prods.-SIC 32	2.3	44.5	8.52
Fabricated metal products-SIC 34	3.7	41.9	10.19
Machinery, except electrical-SIC 35	4.5	43.1	8.52
Electrical & electronic equip.-SIC 36	13.3	41.2	9.28

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Burlington 1-11

Railroads

1. Central Vermont Railway
2. Vermont Railway

Airlines

3. Brockway Air
4. Delta Connection-Business Express
5. Eastern Bar Harbor Express
6. People Express
7. Piedmont
8. Piedmont Commuter-Brockway Air
9. Pilgrim Airlines
10. United
11. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	3,500	7,800
Stone:		
Crushed	2,500	9,100
Dimension	110	19,719
Combined value of asbestos, gem stones, and talc		8,560
Total 1985 (preliminary)		45,179

* thousand short tons

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Burlington — 1e, 2g

1. Burlington Electric Dept.
585 Pine St., Burlington 05401
2. Vermont Gas Systems, Inc.
P.O. Box 467, Burlington 05402

Utilities serving cities under 25,000:

Vermont Elec. G & T Co-op, Inc.
Charles Farrington, Acting Mgr.
R.D. #2, Box 59, Johnson 05656
802/635-2331

Washington Elec. G & T Co-op, Inc.
Robert O. Toombs, Gen. Mgr.
P.O. Box 8, Montpelier 05651
802/223-5245

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Burlington	17	70	7953	379

DEVELOPMENT COUNSELORS:

State Development Agency

Newhall, Frederick M., CID, Ind. Dev. Rep.
Vermont Agency of Dev. & Comm. Affairs
109 State St.
Pavillion Office Bldg.
Montpelier, 05602
802/828-3221

Areas & Others

Burlington
Behney, C. Harry, Exec. Dir.
Gtr. Burlington Ind. Corp.
P.O. Box 786, 7 Burlington Sq., 05402
802/862-5726

Rutland
Bienvenue, Paul A., Exec. Dir.
Southern Vt. Dev. Council, Inc.
P.O. Box 783, 05701
802/773-4333

MIDDLE ATLANTIC

- NEW JERSEY
- NEW YORK
- PENNSYLVANIA

Regional Review

With a wealth of both skilled labor and capital availability, the Mid-Atlantic region is primed to corner the lucrative high-technology market. While the number of manufacturing jobs is down, affecting smaller smokestack towns in parts of Pennsylvania, the number of service and high-technology jobs is up.

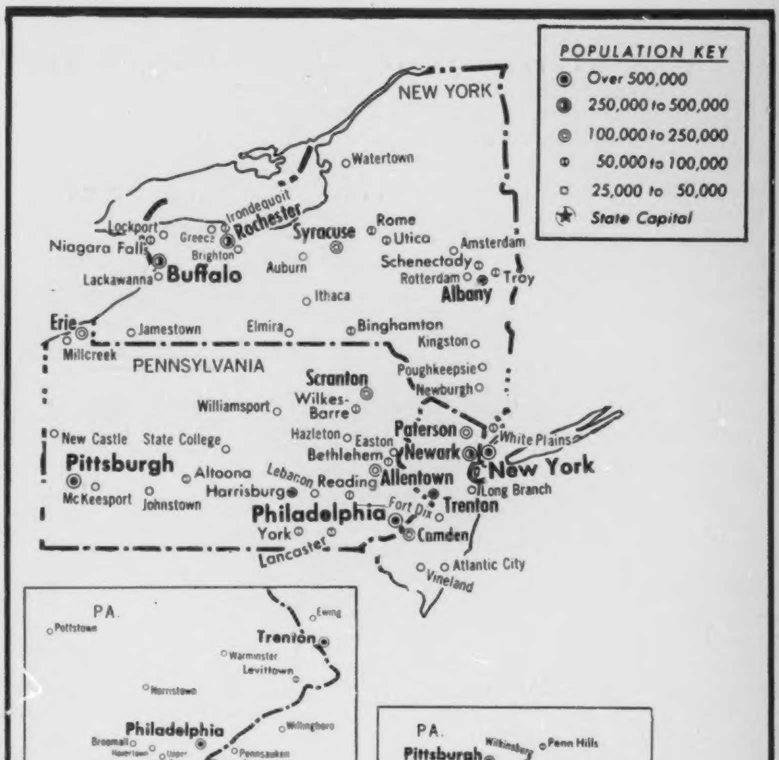
The problem of hazardous waste in this area of older industrial facilities was addressed in 1986. New York's Governor Mario Cuomo proposed spending $1.2 billion to clean up 981 hazardous waste sites in the state. Governor Thomas Kean of New Jersey signed a bill requiring chemical plants to develop plans to prevent the accidental release of toxic chemicals. And in western Pennsylvania, a 3,200-square-mile area is being evaluated for clean up after having been polluted from oil and gas exploration.

Other recent events in the Middle Atlantic region follow.

New Jersey. As with the rest of the nation, New Jersey has shifted from a manufacturing-based to a service-based economy. Since 1980, the number of manufacturing jobs has decreased 6.6%, while the number of service jobs has increased 25%.

In almost all areas, New Jersey's economy is strong. It had the third-highest average per-capita income in the country in 1984. Between 1980 and 1985, it had the 11th-fastest national growth rate. In addition, it received a AAA general obligation bond rating from Standard & Poor's in 1986.

The state is doing its part to bolster employment: New Jersey's Urban Development Corporation has created 9,000 new jobs through its program to rehabilitate the state's inner cities—many of which are designated historic districts. In



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addition, the "Main Street New Jersey" program provides access to state and federal grants, as well as assisting with grant proposals.

New York. The economic climate in New York State has changed dramatically in the last several years. Until 1980, apparel was the largest manufacturing industry. From 1980 to 1982, machinery manufacturing was number one. Printing and publishing reigned in 1983 and 1985, while electrical equipment took the top spot in 1984. Printing and publishing is currently the primary industry, and is destined to remain so in the wake of volatility in the other industries.

The overall business climate in the state continued to be favorable in 1986. There was an average gain of more than 120,000 private-sector jobs and a 3.1% rise in overall business activity.

Major corporate expansions in 1986 in the state included IBM, which added 55,000 sq. ft. to their East Fishkill facility; Xerox Corporation, which added 30,000 sq. ft. in Webster; Bausch and Lomb, Inc., which added 100,000 sq. ft. in Rochester; Pepsi-Cola Bottling Company of New York, which added 210,200 sq. ft. in College Point; Pepisco, which added 580,000 sq. ft. in Somers; and General Motors, which added 42,000 sq. ft. to their Tonawanda engine plant.

Pennsylvania. The largest and fastest-growing sector of employment in Pennsylvania is the service sector. It is projected that the state will gain approximately 13,000 payroll jobs and tens of thousands of self-proprietorship jobs in the service industry in the next few years, according to the state's Department of Commerce.

Some pro-business changes were initiated through legislation enacted in 1986 in the state. Specifically, a series of economic development bills that alter several programs financed under the Pennsylvania Economic Revitalization Fund (PERF) were passed. In addition, the state's corporate net income tax was reduced from 9.5% to 8.5%; personal income tax was reduced from 2.2% to 2.1% (the lowest flat rate in the country); and the Job Creation Tax Credit was created to help offset the additional Federal Unemployment Compensation Tax incurred in expanding employment.

Major corporate facility openings in 1986 included Genesis Packaging Systesm in Washington County, which received a $7-million package of state assistance. Eastman Kodak Company received $14.7 million from Pennsylvania's "Sunny Day Fund" to situate its pharmaceuticals division in Chester County. And the Grumman Corporation received a $1,010,000 grant under the state's Business Infrastructure Development Program to locate its Electronic Systems Division in Benton Township. ☐

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bond financing
- Guaranteed loans
- Direct loans
- Tax abatement
- Pollution control financing
- Energy conservation improvements

Tax rates:

Corporate income tax	9%
Personal income tax	2%-3.5%
Sales tax repealed sales tax on production machinery & equipment	6%
Incorporation filing fee	min. $75
Franchise tax	none
Inventory tax	none
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges & universities	32
Two-year or junior colleges	19
Vocational & business schools	159

Medical facilities:

General hospitals	102
Special hospitals	22

Labor analysis:

Civilian labor force	3,852,000 (9/85)
High school graduates	81,547 (6/85)

For additional labor market information, contact Dept. of Labor, Div. of Planning & Research, CN 056, Trenton, NJ 08625 609/292-2643

Environment Controls:

Air pollution: Division of Environmental Quality, CN 027, Trenton, NJ 08625, 609/292-6704

Water pollution: State Dept. of Environ. Protection, Div. of Water Resources, Water Quality Management Element, CN 027, Trenton, NJ 08625, 609/292-1637

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
NEW JERSEY	7,364.2	7,618.9
Atlantic City	40.2	37.7
Bayonne	65.0	63.5
Belleville	35.4	NA
Bergenfield	25.6	NA
Bloomfield Twp.	47.8	46.9
Brick Twp.	53.6	62.7
Bridgewater Twp.	29.2	NA
Camden	84.9	82.9
Cherry Hill Twp.	68.8	69.9
Clifton	74.4	75.0
Dover Twp.	64.5	74.1
East Brunswick Twp.	37.7	NA
East Orange Twp.	77.0	77.3
Edison Twp.	70.2	76.7
Elizabeth	106.2	106.3
Ewing Twp.	34.8	NA
Fair Lawn	32.2	NA
Fort Lee	32.4	NA
Franklin	31.4	NA
Garfield	26.8	NA
Gloucester Twp.	45.2	49.2
Hackensack	36.0	NA
Hamilton Twp.	82.8	84.2
Hoboken	42.5	41.5
Howell Twp.	25.1	NA
Irvington Twp.	61.5	61.9
Jackson Twp.	25.6	NA
Jersey City	223.5	219.3
Kearny	35.7	NA
Lakewood Twp.	38.5	NA
Linden	37.8	NA
Livingston Twp.	28.0	NA
Long Branch	29.8	NA
Manchester Twp.	28.0	NA
Middletown Twp.	62.6	69.7
Millville	NA	26.1
Montclair	38.3	NA
Neptune Twp.	28.4	NA
New Brunswick	41.4	41.5
Newark	329.2	317.1
North Bergen Twp.	47.0	47.6
Nutley	29.0	NA
Old Bridge Twp.	51.5	54.4
Orange	31.1	NA
Paramus	26.5	NA
Parsippany-Troy Hills Twp.	49.9	51.1
Passaic	52.5	53.8
Paterson	138.0	136.4
Pemberton Twp.	29.7	NA
Pennsauken Twp.	33.8	NA
Perth Amboy	39.0	39.2
Piscataway Twp.	42.2	43.4
Plainfield	45.6	46.3
Rahway	26.7	NA
Ridgewood	25.2	NA
Sayreville	30.0	NA
Teaneck Twp.	39.0	NA
Trenton	92.1	91.5
Union City	55.6	56.6
Union Twp.	50.2	50.1
Vineland	53.8	55.0
Washington Twp. (Gloucester Cty.)	27.9	NA
Wayne Twp.	46.5	47.7
West New York	39.2	NA
West Orange	39.5	NA
Westfield	30.4	NA
Willingboro Twp.	39.9	NA
Woodbridge Twp.	90.1	93.5

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
Allentown-Bethlehem, PA/NJ	636.7	656.8
Atlantic City	276.4	305.1
•Bergen-Passaic	1,293.0	1,293.4
•Jersey City	557.0	552.9
•Middlesex-Somerset-Hunterdon	886.0	934.3
•Monmouth-Ocean	849.0	946.2
•Newark	1,879.0	1,880.9
•Philadelphia, PA/NJ	4,716.8	4,807.8
•Trenton	307.9	312.9
•Vineland-Millville-Bridgeton	132.9	138.4
•Wilmington, DE/NJ/MD	524.1	542.1

•Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW JERSEY	714.6	41.0	10.21
Bergen-Passaic	165.1	NA	NA
Camden	78.2	NA	NA
Jersey City	54.1	NA	NA
Middlesex-Somerset-Hunterdon	113.8	NA	NA
Newark	187.5	NA	NA
Trenton	33.4	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW JERSEY	3,965.7	177.0	4.5
Bergen-Passaic	714.0	30.5	4.3
Jersey City	268.0	19.5	7.3
Middlesex-Somerset-Hunterdon	545.5	19.5	3.6
Monmouth-Ocean	482.4	16.1	3.3
Newark	959.7	46.6	4.9
Trenton	168.8	7.1	4.2

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	140.1	NA	NA
MANUFACTURING	719.1	40.8	9.86
DURABLE GOODS	341.8	41.6	9.87
Lumber & wood prods.-SIC 24	6.7	40.6	7.12
Furniture & fixtures-SIC 25	13.1	39.1	7.49
Stone, clay, & glass prods.-SIC 32	25.7	42.3	9.92
Primary metal industries-SIC 33	21.1	42.5	9.45
Fabricated metal products-SIC 34	50.3	42.3	9.94
Machinery, except electrical-SIC 35	59.9	41.5	10.35
Electrical & electronic equip.-SIC 36	95.1	41.1	9.92
Transportation equipment-SIC 37	14.8	43.6	13.31
Instruments & related prods.-SIC 38	33.7	42.2	10.32
Misc. mfg. industries-SIC 39	21.4	39.4	7.94

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = Newark, (L) = New York (La Guardia).

Atlantic City 6, 16, 18, 27, 30, 31
Bayonne 2 (N)
Belleville 2 (N)
Bergenfield 2 (L)
Bloomfield 2 (N)
Bridgewater Twp. (N)
Camden 2 (Phila., PA)

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Area Wage Survey

Average straight-time hourly earnings

	Newark 1/86	Trenton 11/85	Paterson-Clifton-Passaic 6/85
Office, professional, & technical			
Payroll clerks	$ 8.59	7.55	8.34
Accounting clerks	7.96	7.67	7.55
File clerks	5.89	5.49	5.57
Typists	6.70	6.51	6.14
Key entry operators	6.94	7.05	7.09
Secretaries	10.42	9.32	9.22
Stenographers	NA	8.89	NA
Swtichbd opr-receptionists	7.16	6.71	6.22
Word processors	8.25	7.35	NA
Drafters	11.48	11.59	9.93
Electronics technicians	11.04	12.47	12.44
Computer operators	9.84	9.40	8.11
Computer programmers	13.68	11.18	13.30
Computer systems analysts	18.32	16.13	17.46
Maintenance & powerplant			
Carpenters	12.31	11.40	12.28
Electricians	13.22	12.83	11.64
Engineers, stationary	13.74	11.90	13.03
Machinists	13.75	10.59	10.44
Mechanics (machinery)	11.08	12.07	10.95
Tool & die makers	12.97	NA	12.76
Custodial & material movement			
Guards	5.01	8.95	4.55
Janitors, porters & cleaners	5.32	7.70	5.89
Laborers, mat'l hdlg	7.46	7.74	6.88
Shippers & receivers	8.16	NA	8.07
Truckdrivers	11.92	10.32	10.27
Forklift operators	9.85	10.32	9.42

THE PEP BOYS PROFICIENT FOOD COMPANY, INC METROPOLITAN CIRCUITS DATA DOCUMENTS SEALY MATTRESS CO. PDMAGNETICS ENGARDE ALSCO ANACONDA PANDROL, INC. HERITAGE BAG SOHIO TRAVENOL LABORATORIES VSA MID-ATLANTIC HYDRO-LINE MFG. CO. KIMBALL INTERNATIONAL AMUSEMENT EMPORIUM CO. SOUTHCO MFG. CO. BOEING COMPUTER SERVICES ABBOTT LABS BETTER HOME DELIVERIES BADISCHE CORP. MITSUBISHI MOTOR SALES CUMBERLAND FARMS TEXSTAR AUTOMOTIVE DIST., INC. FALLVILLE S.G.S. CONTROLS CENTER SQUARE R.E. DEVELOPERS BIOCHEMICAL SCIENCES, INC. ALLIED LEASING GENIE SERVICES R & S DISTRIBUTORS, INC. A.H. THOMAS CO. EMORY HILL AND MCCONNELL TODD INDUSTRIES MORMON STOREHOUSE PDMAGNETICS PUREFLEX ASSOCIATES YAMAHA MOTOR CO. MATHESON GAS ACCRA-LAB, INC. WESTINGHOUSE INSTRUMENT SALES JAFRA COSMETICS, INC. TCM AMERICA (MITSUI ROCKY CYCLE CO. INC. LENARCO ROHN BORDEN CHEMICAL ANCHOR SALES CORP. JEWELL COMPANIES WORLDWIDE FLOWER EXPRESS VWR SCIENTIFIC BINGHAM WILLAMETTE JEWELL COMPANIES HARPER PACKING HILL PROPERTIES MERCEDES BENZ FREIGHTLINER PURELAND SALES OFFICE OMEGA THE PEP BOYS PROFICIENT FOOD COMPANY, INC. METROPOLITAN CIRCUITS DATA DOCUMENTS SEALY MATTRESS CO. PDMAGNETICS ENGARDE ALSCO ANACONDA PANDROL INC. HERITAGE BAG SOHIO TRAVENOL LABORATORIES VSA MID ATLANTIC HYDRO LINE MFG. CO. KIMBALL INTERNATIONAL AMUSEMENT EMPORIUM CO. SOUTHCO MFG. CO. BOEING COMPUTER SERVICES ABBOTT LABS JEWELL COMPANIES BINGHAM WILLAMETTE YAMAHA MOTOR CO. OMEGA

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East Orange Twp. 2 (N)
Edison Twp. 2 (N)
Elizabeth 2 (N)
Ewing Twp. (Trenton)
Fair Lawn 2 (L)
Fort Lee (L)
Franklin 2, 4 (N)
Garfield 2 (N)
Gloucester Twp. 2 (Phila., PA)
Hackensack 2, 4 (L)
Hamilton Twp. (Trenton)
Hoboken 2 (N)
Irvington 2 (N)
Jersey City 1, 2 (N)
Kearny 2 (N)
Lakewood Twp. 2 (Trenton)
Linden 2 (N)
Livingston Twp. (N)
Long Branch 2 (N)
Middletown Twp. 2 (N)
Montclair 2 (N)
New Brunswick 2 (N)
Newark 2, 3, 5, 7-15, 17, 19-29, 32-36
North Bergen Twp. 2, 4 (N)
Nutley 2 (N)
Old Bridge Twp. 2 (N)
Orange 2 (N)
Passaic 2, 4 (N)
Paterson 2, 4 (N)
Perth Amboy 2 (N)
Plainfield 2 (N)
Rahway 2 (N)
Ridgewood 2 (L)
Sayreville (N)
Teaneck Twp. 2 (L)
Trenton 2, 6
Union City 2 (L)
Union Twp. 2 (N)
Vineland 2 (Atlantic City)
Washington Twp. 2 (Allentown, PA)
Wayne Twp. 4 (N)
Westfield 2 (N)
Woodbridge Twp. 2 (N)

Railroads

1. Chessie System Railroads
2. Conrail
3. Delaware & Hudson Railway Co.
4. New York, Susquehanna & Western

Airlines

5. Air Canada
6. Allegheny Commuter
7. American
8. American Eagle
9. Bahamasair
10. Catskill Airways
11. Continental
12. Delta
13. Eastern
14. Eastern Bar Harbor Express
15. Eastern Precision Express
16. Gulfstream
17. Holiday Airlines
18. Jet Express
19. Mall Airways
20. New York Air
21. New York Helicopter
22. Northwest
23. Pan American
24. People Express
25. People Express-PBA Provincetown-Boston
26. Piedmont

27. Piedmont Commuter-Brockway Air
28. Piedmont Commuter-Jetstream Int'l.
29. Piedmont Regional-Henson
30. Resort International Airlines
31. Southern Jersey
32. TWA
33. United
34. USAir
35. Virgin Atlantic Airways
36. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Atlantic City — 1e, 6g
Bayonne — 5eg
Belleville — 5eg
Bergenfield — 5eg
Bloomfield — 5eg
Brick Twp. — 3e, 4g
Bridgewater Twp. — 3e
Camden — 5eg
Cherry Hill Twp. — 5eg, 6g
Clifton — 5eg
Dover Twp. — 3e, 4g
East Brunswick Twp. — 5eg
East Orange — 5eg
Edison Twp. — 5eg, 2g
Elizabeth — 5e, 2g
Ewing Twp. — 5eg
Fair Lawn — 5eg
Fort Lee — 5eg
Franklin — 3e, 5g
Garfield — 5eg
Gloucester Twp. — 1e, 5e, 6g
Hackensack — 5eg
Hamilton Twp. — 1e, 5e, 6g
Hoboken — 5eg
Howell Twp. — 3e, 4g
Irvington — 5eg
Jackson Twp. — 3e, 4g
Jersey City — 5eg
Kearny — 5eg
Lakewood Twp. — 3e, 4g
Linden — 5e, 2g
Livingston Twp. — 3e, 5g
Long Branch — 3e, 4g
Manchester Twp. — 3e, 4g
Middletown Twp. — 3e, 4g
Montclair — 5eg
Neptune Twp. — 3e, 4g
Newark — 5eg
New Brunswick — 5eg
North Bergen Twp. — 5eg
Nutley — 5eg
Old Bridge — 3e, 4g
Orange — 5eg
Paramus — 5eg
Parsippany-Troy Hills Twp. — 3e, 5g
Passaic City — 5eg
Paterson — 5eg
Pemberton Twp. — 3e, 5eg
Pennsauken Twp. — 5eg
Perth Amboy — 5e, 2g
Piscataway Twp. — 5eg
Plainfield — 5eg
Rahway — 5e, 2g
Ridgewood — 5eg
Sayreville — 3e, 5g
Teaneck Twp. — 5eg
Trenton — 5eg
Union City — 5eg
Union Twp. — 5e, 2g
Vineland — 1e, 7e, 6g
Washington Twp. — 1e, 3e, 4g, 5e, 6g
Wayne Twp. — 3e, 5g
West New York — 5eg
West Orange — 5eg
Westfield — 5e, 2g
Willingboro Twp. — 5eg
Woodbridge Twp. — 5e, 2g

1. Atlantic City Electric Co.
   1199 Black Horse Pike, Box 1264
   Pleasantville 08232
2. Elizabethtown Gas Co.
   1 Elizabethtown Pl., Elizabeth 07207
3. Jersey Central Power & Lt. Co.
   Madison Ave. at Punch Bowl Rd.
   Morristown 07960
4. New Jersey Natural Gas Co.
   1415 Wyckoff Rd., Wall 07719
5. Public Service Elec. & Gas Co.
   80 Park Plaza, P.O. Box 570, Newark
   07101
6. South Jersey Gas Co.
   N. 1 S. Jersey Pl., Rte. 54,
   Folsom 08037
7. Vineland Electric Utility
   City Hall, 7th & Wood Sts., Vineland
   08360

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	78	732
Gem stones	NA	1
Peat	12	285
Sand & gravel:		
Construction	10,600	36,700
Industrial	2,900	30,000
Stone (crushed)	17,200	96,800
Combined value of marl (greensand), stone (dimension), and zinc		12,926
Total 1985 (preliminary)		177,444

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Atlantic City	32	74	5086	792
Jersey City	31	75	5285	854
Long Branch	32	74	5158	770
Newark	31	77	4972	1091
New Brunswick	30	75	5239	832
Plainfield	30	75	5253	863
Trenton	32	76	4950	983

DEVELOPMENT COUNSELORS:

State Development Agency

LeFevre, Kenneth C., Dpty. Cmsr.
N.J. Dept of Comm. & Econ. Dev.
CN 823, One W. State Street
Trenton, 08625
609/984-2324

Areas & Others

Atlantic City

Bonitto-Doggett, Yvonne, Econ. Dev. Dir.
Atlantic Cty. Dept. Reg. Plng. & Dev.
1333 Atlantic Ave., 7th Fl., 08401
609/345-6700

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Jim Shea
Director of Economic Development
PO Box 1255
Freeh[illegible]ld, New Jersey 07728
(201[illegible]1-7470

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We're the Industrial Development Department of New York State Electric & Gas, an investor-owned corporation. Our experienced, highly professional commercial and industrial real estate service is cost-free and confidential. It has helped more than 1,000 businesses successfully fill their site requirements, and achieve some of the best bottom lines in the nation.

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COMPANY ____________

NUMBER/STREET ____________

CITY ________ **STATE** ________ **ZIP** ________

TELEX ________ **TELEPHONE** ________

Mail to: *Richard D'Attilio*
Manager, Industrial Development
New York State Electric & Gas Corporation
4500 Vestal Parkway East, Binghamton, NY 13903

Bridgeton
Rowan, Philip P.
Comm. & Econ. Dev. Dir.
City of Bridgeton
City Hall Annex, 08302
609/455-3230 Ext. 216

Bridgeport
Walters, Charles J., V.P.
Pureland Ind. Complex
603 Heron Dr., 08014
609/467-2333

Edison
Rispoli, Anthony, R.E. Dept. Mgr.
Federal Business Centers
300 Raritan Ctr. Pkwy., 08818
201/225-2200

Elizabeth
Klopper, Ralph, Exec. Dir.
Union Cty. Econ. Dev. Corp.
399 Westfield Ave., 07208
201/527-1166

Freehold
Shea, James E.
Monmouth Cty. Dept. of Econ. Dev.
25 E. Main St.
P.O. Box 1255, 07728-1255
201/431-7470

Lakewood
Young, Robert A., Ind. Dev. Dir.
Lakewood Ind. Cmsn.
231 3rd St., 08701
201/364-2500

Mt. Holly
Nagy, Lewis J., Dir.
Burlington Cty. Dept. of Econ. Dev.
49 Roncacas Rd., 08060
609/265-5055

Newark
Faiella, Alfred L., Exec. Dir.
Newark Econ. Dev. Corp.
744 Broad St., Ste. 2007, 07102
201/643-2790
Area Development Director
PSE&G, Area Dev. Dept.
P.O. Box 570, 07101
201/430-6861

Somerville
Williams, Richard E., Econ. Dev. Dir.
Somerset Cty.
P.O. Box 3000
Cty. Admin. Bldg., 08876
201/231-7129

Trenton
Mathesius, Bill, Cty. Exec.
Mercer Cty. Econ. Dev. Cmsn.
640 South Broad St.
609/989-6555

Vineland
Snyder, William A., C.I.D., Exec. Dir.
Vineland Ind. Commission
City Hall, 08360
609/691-3000

Wayne
Ham, Arthur E., Exec. Dir.
Wayne Twp. Ind. Cmsn.
475 Valley Rd., 07470
201/694-1800 Ext. 203

West Orange
Shaw, Everett R., Exec. Dir.
Essex Cty. Econ. Dev. Corp.
443 Northfield Ave., 07052
201/731-2772

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Job Development Authority
- Urban Development Corporation
- Business Development Corporation
- Industrial Development Agencies

Tax rates:

Corporate income tax	10%
Personal income tax:	
on earned income	2%-9%
on unearned income	2%-13%
Sales tax	4%-8¼% (varies locally)
Incorporation fee	varies
Franchise tax	same as income
Inventory tax	none
Gasoline tax	$.08/gal. + sales tax

Advanced education facilities:

Four-year colleges & universities	157
Two-year or junior colleges	89
Vocational & business schools	387

Medical facilities:

Hospitals	281
Outpatient clinics attached to hospitals	255

Labor analysis:

Civilian labor force	8,308,000 (1985)
High school grads	197,595 (1984-85)

For additional labor market information, contact Bureau of Labor Market Info., Dept. of Labor, Bldg. 12, State Campus, Albany, NY 12240, 518/457-3800

Environment controls:

Air pollution: Div. of Air, Dept. of Environ. Conservation, 50 Wolf Rd., Albany, NY 12233, 518/457-5618 (Bureau of Source Control)

Water Pollution: Div. of Water, Bureau of Wastewater Facilities Operation (same address as above), 518/458-5968

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
NEW YORK	17,557.3	17,966.2
Albany	101.7	100.8
Amherst Town	108.7	NA
Auburn	32.5	NA
Babylon Town	203.5	NA
Binghamton	55.9	54.9
Brighton Town	35.8	NA
Brookhaven Town	364.8	NA
Buffalo	357.9	336.5
Carmel	27.9	NA
Cheektowaga Town	109.4	NA
Clarkstown Town	77.1	NA
Clay Town	52.8	NA
Colonie Town	74.6	NA
Cortland Town	35.7	NA
De Witt Town	26.9	NA
Eastchester Town	32.6	NA
Elmira	35.3	34.2
Freeport	38.3	NA
Gates Town	29.8	NA
Glenville Town	28.5	NA
Greece Town	81.4	NA
Greenburgh Town	82.9	NA
Guilderland	26.5	NA
Hamburg Town	53.3	NA
Haverstraw Town	31.9	NA
Hempstead	40.4	42.4
Hempstead Town	738.5	NA
Henrietta Town	36.1	NA
Huntington Town	201.5	NA
Irondequoit Town	57.6	NA
Islip Town	298.9	NA
Ithaca	28.7	NA
Jamestown	35.8	NA
Lancaster Town	30.1	NA
Lindenhurst	26.9	NA
Long Beach	34.1	NA
Mamaroneck Town	29.0	NA
Manlius Town	28.5	NA
Mount Pleasant	39.3	NA
Mount Vernon	66.7	66.9
New Rochelle	70.8	71.8
New York City	7,071.0	7,201.3
Niagara Falls	71.4	65.9
North Hempstead Town	218.6	NA
North Tonawanda	35.8	NA
Orangetown Town	48.6	NA
Ossining Town	30.7	NA
Oyster Bay Town	305.8	NA
Penfield	27.2	NA
Perinton Town	41.8	NA
Pittsford Town	26.7	NA
Poughkeepsie	29.8	30.8
Poughkeepsie Town	39.5	NA
Ramapo Town	89.1	NA
Rochester	241.7	243.0
Rockville Centre	25.4	NA
Rome	43.8	43.7
Rotterdam Town	29.5	NA
Rye Town	38.9	NA
Salina Town	37.4	NA
Schenectady	68.0	67.5
Smithtown Town	116.7	NA
Southhampton Town	42.8	NA
Syracuse	170.1	165.4
Tonawanda Town	91.3	NA
Troy	56.6	56.1
Union Town	61.2	NA
Utica	75.6	72.7
Valley Stream	35.8	NA
Vestal Town	27.2	NA
Wappinger	26.8	NA
Watertown	27.9	NA
Webster	28.9	NA
West Seneca Town	51.2	NA
White Plains	47.0	45.6
Yonkers	195.4	191.2
Yorktown Town	32.0	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
Albany-Schenectady-Troy	836.0	861.3
Binghamton	263.0	269.5
*Buffalo	1,015.0	982.7
Elmira	97.7	95.7

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Title____________________

Company____________________

Address____________________

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Phone ( )____________________

NEW YORK ♥ BUSINESS

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Glens Falls	109.6	114.7
*Nassau-Suffolk	2,605.8	2,701.0
*New York	8,275.0	8,431.8
*Niagara Falls	227.0	218.6
*Orange County	259.6	279.2
Poughkeepsie	245.1	258.8
Rochester	971.9	1,001.1
Syracuse	642.4	663.5
Utica-Rome	320.2	323.1

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW YORK	1,253.9	39.6	9.85
Albany-Schenectady-Troy	49.1	39.1	10.35
Binghamton	37.0	40.0	8.95
Buffalo	76.1	41.6	11.89
Elmira	7.0	NA	NA
Glens Falls	9.8	NA	NA
Nassau-Suffolk	181.5	40.4	10.02
New York-PMSA	477.5	37.1	9.09
New York City	394.5	36.8	9.01
Niagara Falls	23.7	41.1	12.98
Orange County	15.4	NA	NA
Poughkeepsie	33.0	NA	NA
Rochester	139.0	41.2	11.74
Rockland County	15.4	38.9	9.67
Syracuse	54.4	41.1	11.32
Utica-Rome	25.2	40.7	9.30
Westchester County	65.8	38.9	9.47

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW YORK	8,529.1	500.5	5.9
Albany-Schenectady-Troy	421.4	20.0	4.7
Binghamton	127.2	6.9	5.5
Buffalo	449.5	31.6	7.0
Elmira	41.0	2.5	6.0
Glens Falls	54.9	2.7	5.0
Nassau-Suffolk	1,456.3	65.0	4.5
New York	3,872.9	245.7	6.3
New York City	3,191.0	219.0	6.9
Orange County	128.3	6.3	4.9
Poughkeepsie	131.1	5.0	3.8
Rochester	502.2	27.5	5.5
Syracuse	320.4	22.5	7.0
Utica-Rome	138.7	8.1	5.8

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	284.8	NA	NA
MANUFACTURING	1,295.2	39.8	9.67
DURABLE GOODS	724.5	41.2	10.31
Lumber & wood prods.-SIC 24	14.3	40.2	7.20
Furniture & fixtures-SIC 25	22.0	40.6	7.29
Stone, clay, & glass prods.-SIC 32	30.1	41.2	10.67
Primary metal industries-SIC 33	30.8	41.1	11.58
Fabricated metal products-SIC 34	71.4	40.5	9.40
Machinery, except electrical-SIC 35	153.1	41.1	10.92
Electrical & electronic equip.-SIC 36	157.2	40.9	9.26
Transportation equipment-SIC 37	70.9	44.2	14.02
Instruments & related prods.-SIC 38	126.7	41.9	11.26
Misc. mfg. industries-SIC 39	48.0	38.4	7.67

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Budoff Outdoor Furniture, Inc.

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"Energy costs are important to any manufacturer. In Sullivan County, we're fortunate. Presently, we're paying roughly 40% less than similar operations in the New York City area and we're not that far away. Lower taxes and wages help keep our overhead manageable and add proportionately to our profit margin.

"So, it really comes as no surprise to see businesses taking advantage of Sullivan County; especially those moving into the industrial area that surrounds the airport. It's a convenient and beautiful location.

"What more could you ask for?"

For more information about the advantages of running a business in Sullivan County, call Leo E. Connor, Industrial Development Representative, at (914) 794-3000 Ext 142. He'll provide the preferential treatment and confidential assistance you and your company deserve.

SULLIVAN COUNTY, NY

Or write: Industrial Development Agency, 100 North St., Monticello, NY 12701

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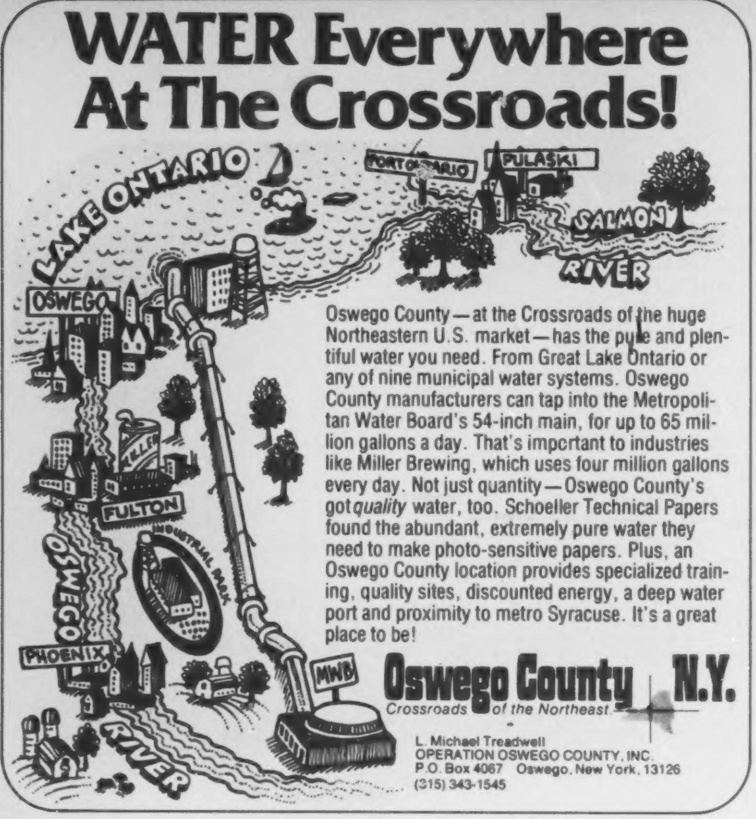

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Crossroads of the Northeast

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TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = New York (Kennedy, La Guardia & Newark airports).

Albany 3, 4, 25, 26, 40, 43-45, 62, 73, 76, 78, 79, 82, 85, 97, 98
Amherst Town (Buffalo)
Auburn 3 (Syracuse)
Babylon Town 6 (Islip)
Binghamton 3, 4, 7, 23, 64a, 78, 79, 98
Brighton Town 3 (Rochester)
Buffalo 2-5, 8-10, 25, 43, 62, 76, 78, 79, 85, 97, 98
Carmel (Poughkeepsie)
Cheektowaga Town 3 (Buffalo)
Clay Town 3
Colonie Town 3 (Albany)
Cortland Town 7 (Ithaca)
DeWitt Town 3 (Syracuse)
Eastchester Town (N)
Elmira 3, 23, 78, 79, 98
Freeport 6 (N)
Gates Town (Rochester)
Greece Town 3 (Rochester)
Guilderland Center 3, 4
Hamburg Town (Buffalo)
Haverstraw Town 3 (White Plains)
Hempstead 6 (N)
Huntington Town 6 (N)
Irondequoit Town (Rochester)
Islip Town 6, 23, 25, 37, 43, 45, 64, 73, 78, 81, 97, 98
Ithaca 3, 23, 78, 79, 98

Area Wage Survey

Average straight-time hourly earnings

	Albany Schenectady Troy 9/86	Buffalo 10/84	New York NY/NJ 5/86	Nassau-Suffolk 8/85	Poughkeepsie Kingston Newburgh 9/86
Office, professional, & technical					
Payroll clerks $	9.56	6.85	9.43	7.77	7.70
Accounting clerks	7.90	6.76	8.84	7.28	6.89
File clerks	5.36	5.21	6.10	5.40	NA
Typists	7.42	6.20	7.09	5.79	NA
Key entry operators	7.56	6.91	8.18	6.92	6.31
Secretaries	9.76	8.45	11.10	9.59	8.87
Stenographers	9.01	8.45	9.83	NA	NA
Switchbd opr-receptionists	6.44	5.81	7.96	7.11	6.06
Word processors	NA	7.17	9.19	NA	NA
Drafters	11.99	10.59	12.59	10.75	11.09
Electronic technicians	13.01	11.16	13.60	9.68	NA
Computer operators	9.30	8.87	10.47	9.25	NA
Computer programmers (business)	12.27	9.95	15.05	13.01	NA
Computer systems analysts	16.81	14.18	20.18	17.32	NA
Maintenance & powerplant					
Carpenters	NA	11.76	13.60	11.93	NA
Electricians	11.84	13.76	13.89	13.20	12.35
Engineers, stationary	12.57	13.28	15.37	14.32	NA
Machinists	11.98	12.57	14.66	14.08	9.31
Mechanics (machinery)	10.93	13.47	10.87	11.51	10.06
Tool & die makers	13.08	14.10	12.12	12.40	11.29
Custodial & material movement					
Guards	6.25	5.20	5.42	5.76	4.83
Janitors, porters, & cleaners	6.59	4.91	8.24	5.94	5.13
Laborers, material handling	10.21	10.74	10.03	8.14	9.71
Shippers & receivers	8.66	9.06	9.74	6.91	6.64
Truckdrivers	11.70	11.52	13.07	12.29	10.16
Forklift operators	9.16	10.97	9.63	11.38	8.07

Jamestown 3, 23
Lancaster Town 3 (Buffalo)
Lindenhurst 6 (Islip)
Long Beach 6 (N)
Mamaroneck Town 3 (White Plains)
Manlius Town 3 (Syracuse)
Mount Vernon 3 (White Plains)
New Rochelle 3 (White Plains)
New York 2, 3, 5, 6, 11-36, 38-64, 65-104
Niagara Falls 3-5 (Buffalo)
North Tonawanda 3, 4 (Buffalo)
Ossining Town 3 (White Plains)
Oyster Bay Town 6 (N)
Pittsford 3
Poughkeepsie 26, 79, 81
Rochester 2, 3, 25, 43, 62, 64, 73, 76, 78, 79, 85, 97, 98
Rockville Centre 6 (N)
Rome 3 (Utica)
Rotterdam Town 1, 3 (Albany)
Rye Town 3 (White Plains)
Salina Town 3
Schenectady 3, 4 (Albany)
Smithtown Town 6 (Islip)
Southampton Town 6 (Islip)
Syracuse 3, 5, 25, 43, 62, 73, 76, 78, 79, 85, 96-98
Tonawanda Town 3 (Buffalo)
Troy 3, 4 (Albany)
Utica 3, 7, 34, 78
Valley Stream 6 (N)
Vestal Town 3 (Binghamton)
Wappinger (Poughkeepsie)
Watertown 3, 79
Webster (Rochester)
West Seneca Town (Buffalo)
White Plains 3, 26, 40, 45, 62-64, 79, 81, 85, 97
Yonkers 3 (White Plains)
Yorktown Town (White Plains)

Railroads

1. Boston & Maine Corp.
2. Chessie System Railroads
3. Conrail
4. Delaware & Hudson Railway Co.
5. Illinois Central Gulf Railroad
6. Long Island Railroad Co.
7. New York, Susquehanna & Western
8. Norfolk Southern Corp.
9. Norfolk and Western Railway
10. Pittsburgh & Lake Erie R.R. Co.

Airlines

11. Aer Lingus
12. Aeroflot
13. Aerolineas Argentinas
14. Aeromexico
15. Air Afrique
16. Air Atlanta
17. Air Canada
18. Air France
19. Air India
20. Air Jamaica
21. Alia
22. Alitalia
23. Allegheny Commuter
24. Alm-Antillean
25. American
26. American Eagle
27. Avianca
28. Bahamas Air
29. Braniff
30. British Airways
31. British Caledonian
32. BWIA Int'l
33. CAAC
34. Catskill Airways
35. China Airlines
36. Continental
37. Continental Commuter-New York Air
38. Czechoslovak Airlines
39. Delta
40. Delta Connection-Business Express
41. Dominicana
42. East Hampton Aire
43. Eastern
44. Eastern Bar Harbor Express
45. Eastern Precision Express
46. Ecuatoriana
47. El Al
48. Finnair
49. Grenada Airways
50. Guyana Airways
51. Holiday Airlines
52. Iberia
53. Icelandair
54. Japan Air Lines
55. KLM
56. Korean Air
57. Kuwait Airways
58. Lan Chile
59. Long Island Airlines
60. Lot
61. Lufthansa
62. Mall Airways
63. Midway Airlines, Inc.
64. New York Air
64a. New York Air-Colgan
65. New York Helicopter
66. Nigeria Airways
67. Northwest
68. Olympic
69. Ozark Air Lines
70. Pakistan Int'l. Airlines
71. Pan American
72. Pan Am Express-Air Atlanta
73. Pan Am Express-Ransome Arlns.
74. Pan Am Express-Republic
75. PBA-Provincetown-Boston
76. People Express
77. People Express-PBA Provincetown-Boston
78. Piedmont
79. Piedmont Commutor-Brockway Air
80. Piedmont Commuter-Jetstream Intl.
81. Piedmont Regional-Henson
82. Pilgrim Airlines
83. Precision Airlines
84. Presidential Airways
85. Republic
86. Resorts Intl. Airlines
87. Royal Air Maroc
88. Sabena
89. SAS
90. Saudi Arabian Airlines
91. South African Airways
92. Swissair
93. TAP Air Portugal
94. Tarom
95. Tower Air
96. TWA
97. United
98. USAir
99. Varig
100. Viasa
101. Virgin Atlantic Airways
102. Western Airlines
103. World Airways
104. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 11eg
Amherst Town — 11e
Auburn — 10eg
Babylon Town — 8eg
Binghamton — 10e, 3g
Brighton Town — 11e, 13eg
Brookhaven Town — 8eg
Buffalo — 11e, 9g
Carmel — 10e
Cheektowaga Town — 10e, 11e
Clarkstown Town — 12eg
Clay Town — 11e
Colonie Town — 11e
Cortlandt City — 11e, 10g
DeWitt Town — 11e, 15g
Eastchester Town — 4eg
Elmira — 10eg, 5g
Freeport — 6e
Gates Town — 13eg
Glenville Town — 11e
Greece Town — 13eg
Guilderland — 11e
Hamburg Town — 10e, 11e, 9g
Haverstraw Town — 12eg
Hempstead — 8eg
Hempstead Town — 8eg
Henrietta Town — 11e, 13eg
Huntington Town — 8eg
Irondequoit Town — 13eg
Islip Town — 8eg
Ithaca — 10eg
Jamestown — 7e, 11e, 9g
Lancaster Town — 10e, 9g
Long Beach — 8eg
Mamaroneck Town — 4eg
Manlius Town — 11e
Mount Vernon — 4eg
New Rochelle — 4eg
New York — 4eg, 8g, 1g
Niagara Falls — 11e, 9g
North Tonawanda — 11e
Orangetown Town — 12eg
Ossining Town — 4eg
Oyster Bay Town — 8eg
Penfield — 13eg
Perinton Town — 13eg
Pittsford Town — 13eg
Poughkeepsie — 2eg
Poughkeepsie Town — 2eg
Ramapo Town — 12eg
Rochester — 2e, 13eg
Rockville Centre — 14e
Rome — 11eg
Rotterdam Town — 11e
Rye Town — 4eg
Salina Town — 11e
Schenectady — 11eg
Smithtown Town — 8eg
Southampton Town — 8eg
Syracuse — 11eg, 15g
Tonawanda Town — 11e, 9g
Troy — 11eg
Union Town — 10e, 3g
Utica — 11eg
Vestal Town — 10e, 3g
Wappinger — 2e
Watertown — 11eg
Webster — 13eg
West Seneca Town — 10e, 11e
White Plains — 4eg
Yonkers — 4eg
Yorktown Town — 10e

NEW YORK

1. Brooklyn Union Gas Co.
   195 Montague St., Brooklyn 11201
2. Central Hudson Gas & Elec. Corp.
   284 S Ave., Poughkeepsie 12601
3. Columbia Gas of New York, Inc.
   200 Civic Center Dr., Columbus, OH 43216
4. Consolidated Edison Co. of NY
   4 Irving Pl., New York 10003
5. Corning Natural Gas Corp.
   27 E. Denison Pkwy., Box 58, Corning 14830
6. Freeport Electric Dept.
   220 W. Sunrise Hwy., Freeport 11520
7. Jamestown Bd. of Public Utilities
   200 E. Third St., Box 700, Jamestown 14702
8. Long Island Lighting Co.
   175 E. Old Country Rd., Hicksville 11801
9. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo 14203
10. NY State Elec. & Gas Corp.
    4500 Vestal Pkwy. E.
    Binghamton 13903
11. Niagara Mohawk Power Corp.
    300 Erie Blvd. W., Syracuse 13202
12. Orange and Rockland Utilities, Inc.
    One Blue Hill Pl., Pearl River 10965
13. Rochester Gas & Electric Corp.
    89 East Ave., Rochester 14649
14. Rockville Centre Electric Dept.
    P.O. Box 950, Rockville Centre 11571
15. Syracuse Suburban Gas Co.
    207 N. Center St., E. Syracuse 13057

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. ball clay)	625	2,800
Gem stones	NA	30
Salt	5,700	127,000
Sand & gravel:		
Construction	28,000	88,800
Industrial	25	260
Stone:		
Crushed	37,000	186,000
Dimension	23	5,286
Combined value of cement, clay (ball clay), emery, garnet (abrasive), gypsum, lead, lime, peat, silver, talc, titanium concentrate (ilmenite) (1984), wollastonite, and zinc		264,526
Total 1985 (preliminary)		674,702

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Albany	21	71	6927	494
Binghamton	21	69	7344	330
Buffalo	24	71	6798	476
Elmira	24	70	6927	411
Ithaca	22	69	7177	328
Lockport	24	71	6753	475
New York City	32	77	4868	1089
Poughkeepsie	24	72	6366	591
Rochester	24	71	6713	531
Syracuse	23	71	6787	506
Watertown	18	70	7480	424

DEVELOPMENT COUNSELORS:

State Development Agency

Ryan, John S., Jr., C.I.D., Ind. Dev. Rep.
New York State Dept. of Comm.
One Commerce Plaza
Albany, 12245
518/474-3740

Areas & Others

Albany
Director
New York State Dept. of Comm.
One Commerce Plaza, Box A 12245
518/473-1720

Amherst
Allen, James, Ex. Dir.
Amherst Ind. Dev. Auth.
5678 Main St., 14221
716/634-8575

Auburn
Mital, Vijay K.
City Plng. & Econ. Dev. Dir.
City of Auburn
City Hall, South St., 13021
315/253-1276

Binghamton
D'Attilo, Richard, Ind. Dev. Mgr.
N.Y. State Elec. & Gas Corp.
4500 Vestal Pkwy. E., 13903
607/729-2551
Turner, Mark E., Exec. Dir.
Broome Cty., Ind. Dev. Agency
19 Chenango St., Ste 702, Press Bldg.
P.O. Box 1026, 13902
607/772-8212

Broome Corporate Park
Binghamton, New York

For all the right reasons.

☑ Location

☑ Facilities

☑ Low operating costs

☑ Quality of life

The productivity of Broome County's labor force is 27.6% higher than the national average*, one key reason to investigate Broome Corporate Park. Site selectors will find many more reasons to examine this new 600 acre Corporate Park, designed and developed by the not-for-profit Broome County Industrial Development Agency. Universal Instruments, a Dover Technologies Company, has found this to be an ideal location for its new light manufacturing facility.

Strategically located within easy access to the major Northeastern markets, Broome Corporate Park is zoned for: • Research and Development • Light Industrial • Warehousing • Multi-Tenant Facilities • General Office Space...and ready for your company's growth.

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*Source - The U.S. Census of Manufacturers.

BROOME COUNTY
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Or call collect (716) 546-2700,
ext. 4975.

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Circle 26 on Brochure Service Card

Brooklyn

Director
Brooklyn Union Gas
195 Montague St. 11201
718/403-3370

Buffalo

Griffin, Paul R., Area Dev. Mgr.
National Fuel Gas Corp.
10 Lafayette Sq., Rm. 800 14203
716/857-7706

Elmira

Bivens, Robert W., Dir.
Muggleton, Martin J., Asst. Dir.
Southern Tier Econ. Growth, Inc.
Ste. 211, Mark Twain Bldg., 14901
607/733-6513

Hudson

Lustiber, Adrienne, Dir.
Columbia Cty. Dev. & Promo. Dept.
414 Union St., 12534
518/828-3375

Kingston

Finkle, Stephen M., CID, Exec. Dir.
Econ. Dev. Spec.
New York State Urban Dev. Corp.
156 Downs, 12401
914/564-2100

Mineola

Cacciatore, Roy N., Cmsr.
Dept. of Commerce & Industry,
Nassau County
1550 Franklin Ave., 11501
516/535-4160

Monticello

Connor, Lee E, Ind. Dev. Rep.
County of Sullivan
Ind. Dev. Agency
100 North St., 12701
914/794-3000 ext. 142

New York

Director
Con Edison, Area Dev. Dept.
4 Irving Place, 10003
212/460-4153
Dormer, Robert T., Pres.
N.Y. Job Dev. Auth.
605 Third Ave., 10158
212/818-1700
Levine, Ted M., Pres.
Dev. Counselors Int'l
733 Third Ave., 10017
212/687-1383
McKeon, Jim, Spvsr., Ports Dept.
LaRocco, Phil, Dir., Econ. Dev. Dept.
Port Auth. of N.Y. & N.J.
One World Trade Ctr., 10048
212/466-7000

Oriskany

Potocki, Rodger P., Exec. V.P.
Oneida Cty. Ind. Dev. Corp.
Oneida Cty. Airport, 13424
315/736-0888

Oswego

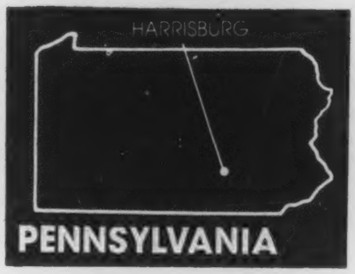
Treadwell, L. Michael
Area Ind. Dir.
Operation Oswego Cty., Inc.
P.O. Box 4067, 13126
315/343-1545

Rochester

Clawson, John W., Area Dev. Dir.
Glossan, Jack, Area. Dev. Dir.
Rochester Gas & Elec. Corp.
89 East Ave., 14649
716/546-2700

Syracuse

Kearney, Jr., Edward J., C.I.D
Econ. Dev. Dir.
Niagara Mohawk Power Corp.
300 Erie Blvd. West, 13202
315/428-6008
Krietor, David, Econ. Dev. V.P.
Syracuse Chamber of Comm.
100 E. Onondaga St., 13202
315/470-1343



STATE INFORMATION:

Financial assistance to industry:

Penn. Capital Loan Fund (PCLF) — Loans to small bus. in mfg., ind., export, and/or advanced tech. operations for land, bldgs., machinery & equip., & working capital

Penn. Ind. Dev. Authority (PIDA) — Long-term, low-interest loans to mfg. or ind. bus. Rates from 3% to 7.5%.

Revenue Bond & Mortgage Program — Tax-exempt financing to acquire land, bldgs., machinery & equip.

Customized Job Training (CJT) — Funds for individualized vocational training

Penn. Minority Bus. Dev. Authority (PMBDA) — Managerial technical & loan assistance for minority bus.

Ben Franklin Partnership — Links state, private, & educational resources

Site Dev., Community Facilities, & Bus. Infrastructure Dev. (BID) programs — Grants and/or loans to improve infrastructure needed for bus. growth & expansion

Employee Ownership Assistance Program — financial assistance to employee ownership groups to convert mfg. or ind. firms into employee-owned enterprises or to improve existing employee-owned companies.

Credit for Net Operating Losses (NOLs)

Accelerated Cost Recovery System

Tax Credit Programs:

1. Economic Revitalization — credit for PA investment by corporations with expired NOL carryforwards.
2. Employment Incentive — credit for hiring people receiving General Assistance.
3. Neighborhood Assistance — credit for facilities donated to non-profit groups.
4. Enterprise Zone — credit for investment to rehabilitate or expand property in distressed areas.
5. Job Creation — credit against federal unemployment insurance costs for creating new jobs.

Tax rates:

Corporate income tax	8.5%(eff. 1/87)
Personal income tax	2.1% flat rate (eff. 9/86)
Sales tax	6%
Incorporation tax	NA
Franchise tax	10 mills on fixed formula with some statutory exemptions including exemption of the first $50,000 of the tax base and all manufacturing operations
Inventory tax	none
Gasoline tax	$.12/gal.

Advanced education facilities:

Four-year colleges & universities	115
Two-year or junior colleges	23
Vocational or business schools	80

Medical facilities:

Hospitals	301
Clinics	NA

Labor analysis:

Civilian labor force	5,670,000 (9/85)
High-school grads	132,412 (1984)

For additional labor market information, contact Office of Employ. Security, Penn. Dept. of Labor & Industry, 2971 N. 7th St., Harrisburg, PA 17121, 717/783-3270

Environment controls:

Air pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Air Quality, Fulton Bldg., P.O. Box 2063, Harrisburg, PA 17120, 717/787-9702

Water pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Water Quality Mgt., (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
PENNSYLVANIA	11,866.7	12,012.0
Abington Twp.	59.1	59.3
Allentown	103.8	104.8
Altoona	57.1	55.0
Bensalem Twp.	52.4	57.6
Bethel Park	34.8	NA
Bethlehem	70.4	70.5
Bristol Twp.	58.7	60.1
Cheltenham Twp.	35.5	NA
Chester	45.8	43.9
Easton	26.0	26.3
Erie	119.1	118.5
Falls Twp.	36.1	NA
Harrisburg	53.3	52.2
Haverford Twp.	52.3	51.8
Hazleton	27.3	26.4
Hempfield Twp.	43.4	44.3
Johnstown	35.5	33.4
Lancaster	54.7	56.9
Lebanon	25.7	26.6
Lower Merion Twp.	59.7	60.0
Lower Paxton Twp.	34.8	NA
Manheim Twp.	26.0	NA
McCandless Twp.	26.3	NA
McKeesport	31.0	28.6
Middletown Twp.	34.2	NA
Millcreek Twp.	44.3	45.9
Monroeville	31.0	NA
Mount Lebanon Twp.	34.4	NA

New Castle Twp.	33.6	NA
Norristown	34.7	34.5
Northampton Twp.	27.4	NA
North Huntingdon Twp.	31.5	NA
Penn Hills Twp.	57.6	55.9
Philadelphia	1,688.2	1,638.3
Pittsburgh	423.9	400.0
Plum	25.4	NA
Radnor Twp.	27.7	NA
Reading	78.7	78.5
Ridley Twp.	33.8	NA
Ross Twp.	35.1	NA
Scranton	88.1	83.4
Shaler Twp.	33.7	NA
Springfield Twp.	25.3	NA
State College	36.1	34.6
Upper Darby Twp.	84.1	83.6
Upper Moreland Twp.	25.9	NA
Warminster Twp.	35.5	NA
West Mifflin	26.3	NA
Wilkes-Barre	51.6	49.8
Williamsport	33.4	32.7
York	44.6	44.7

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1986 Thousands
Allentown-Bethlehem, PA/NJ	636.7	656.8
Altoona	136.6	136.0
*Beaver County	204.0	199.9
Erie	279.8	285.3
Harrisburg-Lebanon-Carlisle	555.0	578.8
Johnstown	264.5	262.6
Lancaster	362.3	386.6
*Philadelphia, PA/NJ	4,716.8	4,807.8
*Pittsburgh	2,219.0	2,180.6
Reading	312.5	323.4
Scranton-Wilkes-Barre	729.0	735.6
Sharon	128.3	128.6
State College	112.8	115.8
Williamsport	118.4	119.3
York	381.3	401.1

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
PENNSYLVANIA	1,045.0	40.4	9.70
Allentown-Bethlehem	78.8	39.2	10.18
Altoona	11.4	NA	NA
Beaver County	11.5	39.5	11.75
Delaware Valley	309.0	39.9	10.13
Erie	33.4	NA	NA
Harrisburg-Lebanon-Carlisle	50.7	39.3	9.37
Johnstown	12.6	NA	NA
Lancaster	60.2	41.1	9.67
Philadelphia PMSA	387.4	40.0	10.12
Pittsburgh	127.9	40.5	10.87
Reading	48.2	40.8	10.01
Scranton-Wilkes-Barre	73.0	37.8	8.54
Williamsport	15.2	NA	NA
York	57.2	41.7	9.22

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
PENNSYLVANIA	5,753.8	364.1	6.3
Allentown-Bethlehem	320.0	19.8	6.2
Altoona	60.7	4.2	6.9
Beaver County	65.7	6.8	10.3
Erie	130.9	10.7	8.2
Harrisburg-Lebanon-Carlisle	311.8	12.7	4.1
Johnstown	97.1	8.6	8.9
Lancaster	215.4	6.9	3.2
Philadelphia	2,403.1	124.2	5.2
Pittsburgh	993.0	77.6	7.8
Reading	170.2	9.0	5.3
Scranton-Wilkes-Barre	349.9	24.5	7.0
Sharon	50.8	3.9	7.7
State College	57.2	3.1	5.4
Williamsport	56.9	3.2	5.7
York	209.6	10.3	4.9

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	189.5	NA	NA
MANUFACTURING	1,089.5	39.9	9.57
DURABLE GOODS	628.6	41.0	10.38
Lumber & wood prods.-SIC 24	24.0	40.0	7.58
Furniture & fixtures-SIC 25	20.4	39.9	8.17
Stone, clay & glass prods.-SIC 32	47.9	41.7	10.03
Primary metal industries-SIC 33	104.5	40.7	12.25
Fabricated metal products-SIC 34	91.7	41.2	10.70
Machinery, except electrical-SIC 35	114.3	41.8	10.45
Electrical & electronic equip.-SIC 36	104.3	40.7	9.61
Transportation equip.-SIC 37	63.7	41.2	11.85
Instruments & related prods.-SIC 38	37.6	41.1	9.53
Misc mfg. industries-SIC 39	20.1	38.0	8.92

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Indiana Chamber of Commerce
1019 Philadelphia St.
Indiana, PA
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TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Abington Twp. (Philadelphia)
Allentown 3, 4, 11, 12, 21, 28, 33, 36, 40-42, 44, 45
Altoona 3, 12
Bethel Park (Pittsburgh)
Bethlehem 3, 4 (Allentown)
Bristol Twp. 3 (Philadelphia)
Cheltenham Twp. (Philadelphia)
Chester 2, 3 (Philadelphia)
Easton 3 (Allentown)
Erie 1, 3, 7, 34, 39, 42, 45
Harrisburg 3, 4, 11-13, 24, 39, 40, 43-45
Haverford Twp. 3 (Philadelphia)
Johnstown 2, 3, 12
Lancaster 3, 12, 33
Lebanon Twp. 3 (Harrisburg)
Manheim Twp. 3 (Lancaster)
McCandless Twp. (Pittsburgh)
McKeesport 1-3, 8 (Pittsburgh)
Middletown Twp. 3 (Harrisburg)
Monroeville (Pittsburgh)
New Castle Twp. 2, 3, 8 (Pittsburgh)
Norristown 3 (Philadelphia)
Northampton Twp. (Allentown)
Philadelphia 2-5, 9, 10, 12-15, 17-19, 21-23, 25-27, 30, 31, 33, 36-39, 42-46
Pittsburgh 2, 3, 5, 8, 12, 13, 15, 16, 18, 20, 21, 28, 29, 32, 35, 37, 42-45
Reading 2, 3, 12
Ridley Twp. 3 (Philadelphia)
Scranton 3, 4 (Wilkes-Barre)
Springfield Twp. 3 (Philadelphia)
State College 12
Upper Darby Twp. (Philadelphia)
Warminster Twp. (Philadelphia)
West Mifflin (Pittsburgh)
Wilkes-Barre 4, 12, 21, 38, 40, 45
Williamsport 3, 12
York 2, 3 (Harrisburg)

Railroads

1. Bessemer & Lake Erie R.R. Co.
2. Chessie System Railroads
3. Conrail
4. Delaware & Hudson Railway Co.
5. Illinois Central Gulf R.R. Co.
6. Norfolk Southern Corp.
7. Norfolk and Western Rwy. Co.
8. Pittsburgh & Lake Erie R.R. Co.

Airlines

9. Air Atlanta
10. Air Jamaica
11. Air Wisconsin
12. Allegheny Commuter
13. American
14. American Eagle
15. British Airways
16. Christman Air System
17. Continental
18. Delta
19. Delta Connection-Business Express
20. Delta Connection-Comair
21. Eastern
22. Eastern Bar Harbor Express
23. Eastern Precision Express
24. Florida Express
25. Lufthansa
26. Mexicana
27. Midway Airlines, Inc.
28. New York Air Connection-Colgan
29. Nordair
30. Northwest
31. Ozark Air Lines
32. Pan American
33. Pan Am Express-Ransome Arlns.
34. Pan Am Express-Republic
35. People Express
36. People Express-PBA Provincetown-Boston
37. Piedmont
38. Piedmont Commuter-Brockway Air
39. Piedmont Commuter-Jetstream Intl.
40. Piedmont Regional-Henson
41. Presidential Airways
42. Republic
43. TWA
44. United
45. USAir
46. Wings Airways

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RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	5,700	287,000
Masonry	340	24,400
Clays (excl. kaolin)	1,056	4,166
Gem stones	NA	5
Lime	1,540	84,878
Peat	41	1,277
Sand & gravel (construction)	17,000	83,000
Stone:		
Crushed	59,000	289,000
Dimension	49	7,448
Combined value of clays (kaolin), mica (scrap), and sand and gravel (industrial)		10,840
Total 1985 (preliminary)		792,014

* thousand short tons

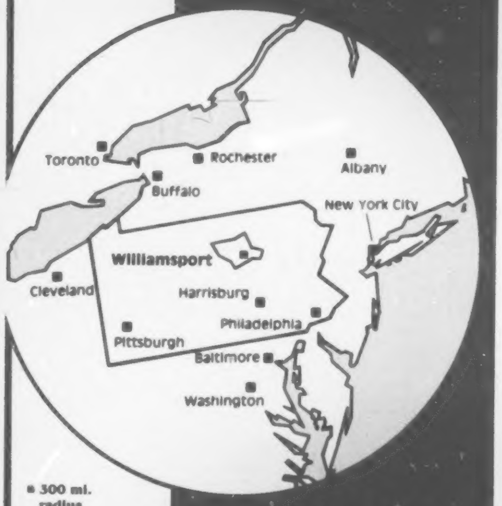
Area Wage Survey

Average straight-time hourly earnings

	Philadelphia PA/NJ 11/85	Pittsburgh 1/86	York 1/86	Northeast Pennsylvania 8/86
Office, professional, & technical				
Payroll clerks	$ 7.62	9.40	6.74	8.49
Accounting clerks	7.38	7.56	6.24	6.14
File clerks	5.43	6.19	5.33	4.84
Typists	7.25	7.12	6.94	6.36
Key entry operators	7.01	7.19	5.88	5.85
Secretaries	9.47	9.41	7.84	7.79
Stenographers	9.04	8.96	8.00	7.70
Swtichbd opr-receptionists	6.55	6.57	5.86	5.59
Word processors	7.92	8.08	7.45	6.61
Drafters	10.03	11.56	9.81	8.70
Electronics technicians	14.00	14.58	13.11	12.94
Computer operators	8.96	9.16	7.46	7.85
Computer programmers (business)	12.58	12.03	10.00	10.99
Computer systems analysts	15.21	16.18	14.31	17.17
Maintenance & powerplant				
Carpenters	12.99	12.22	11.21	8.77
Electricians	13.21	13.44	12.05	10.97
Engineers, stationary	12.22	13.22	NA	11.70
Machinists	13.20	12.94	11.58	10.33
Mechanics (machinery)	12.71	13.27	11.26	10.07
Tool & die makers	13.29	13.81	12.54	11.49
Custodial & material movement				
Guards	4.45	4.81	4.71	4.17
Janitors, porters & cleaners	6.59	5.12	7.15	4.97
Laborers, mat'l handling	9.66	9.03	9.22	10.83
Shippers & receivers	8.16	9.77	7.45	8.28
Truckdrivers	12.01	12.27	9.86	10.03
Forklift operators	10.30	11.19	8.82	10.34

InSite

into Core East



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Grumman Allied Industries
GTE Products Corporation
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Litton Industries
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Williamsport-Lycoming Chamber of Commerce

454 Pine Street
Williamsport, PA 17701

Telephone: 717-326-1971

Circle 29 on Brochure Service Card

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abington Twp. — 12eg, 8g
Allentown — 9e, 14g
Altoona — 7e, 11g
Bensalem Twp. — 12g
Bethel Park — 2e, 15e, 1g, 3g
Bethlehem — 9e, 14g
Bristol Twp. — 12eg
Cheltenham Twp. — 12eg
Chester — 12eg
Easton — 4e, 14g, 16g
Erie — 7e, 5g
Harrisburg — 9e, 14g
Haverford Twp. — 12eg
Hazleton — 9e, 14g
Hempfield — 11g
Johnstown — 7e, 11g
Lancaster — 9e, 14g
Lebanon — 4e, 14g
Lower Merion Twp. — 12g
Lower Paxton Twp. — 14g
Manheim Twp. — 9e, 14g
McCandless Twp. — 2e, 1g, 3g
McKeesport — 2e, 3g
Millcreek Twp. — 8g
Monroeville — 2e, 3g, 11g
Mt. Lebanon Twp. — 2e, 1g, 3g
New Castle — 10e, 1g
Norristown — 12eg
Northampton Twp. — 9e, 12g, 14g
North Huntington Twp. — 1g, 3g
Penn Hills Twp. — 2e, 11g
Philadelphia — 12e, 13g
Pittsburgh — 2e, 1g, 3g, 11g
Plum — 2e, 3g
Radnor Twp. — 12eg
Reading — 4e, 14g
Ridley Twp. — 12eg
Ross Twp. — 14e, 1g, 3g
Scranton — 9e, 8g
Shaler Twp. — 2e, 3g
Springfield Twp. — 12eg, 6g
State College — 15e, 1g
Upper Darby Twp. — 12eg
Upper Moreland Twp. — 12g
Warminster Twp. — 12eg
West Mifflin — 2e, 1g, 3g
Wilkes-Barre — 9e
Williamsport — 9e, 8g
York — 4e, 1g

1. Columbia Gas of PA Inc.
   200 Civic Center Dr., Columbus, Ohio 43216
2. Duquesne Light Co.
   One Oxford Ctr., 301 Grant St. Pittsburgh 15279
3. Equitable Gas Co.
   420 Blvd. of the Allies, Pittsburgh 15219
4. Metropolitan Edison Co.
   2800 Pottsville Pike, Muhlenberg Twp., Berks Co.; P.O. Box 542, Reading 19640-0001
5. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo, NY 14203
6. North Penn Gas Co.
   76-80 Mill St., Port Allegany 16743
7. Pennsylvania Electric Co.
   1001 Broad St., Johnstown 15907
8. Pennsylvania Gas & Water Co.
   39 Public Square, Wilkes-Barre 18711
9. Pennsylvania Power & Light Co.
   2 N. 9th St., Allentown 18101-1179
10. Pennsylvania Power Co.
    1 E. Washington St., Box 891, New Castle 16103
11. Peoples Natural Gas Co.
    2 Gateway Center, Pittsburgh 15222
12. Philadelphia Electric Co.
    2301 Market St., Philadelphia 19101
13. Philadelphia Gas Works
    1800 No. 9th St. Philadelphia 19122
14. UGI Corp.
    Box 858, Valley Forge 19482
15. West Penn Power Co.
    Cabin Hill, Greensburg 15601

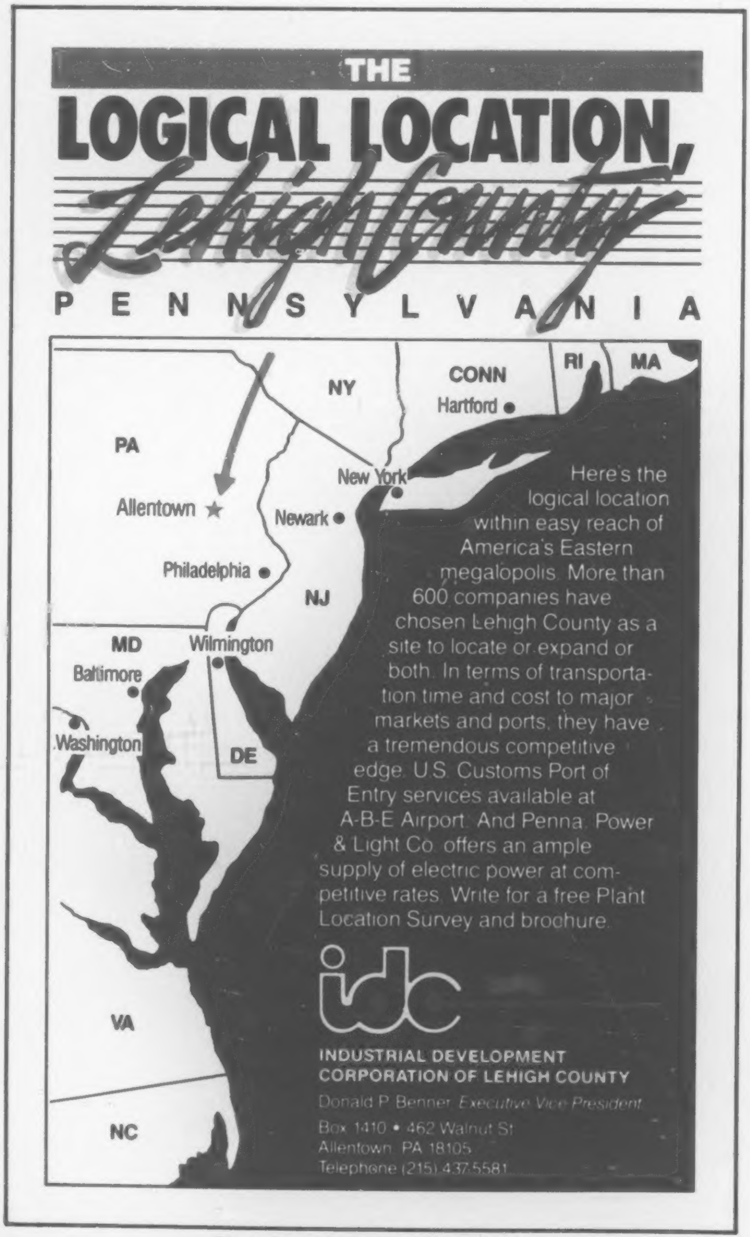
Utility serving cities under 25,000:

Allegheny Electric Co-op
David E. Piper, Gen. Mgr.
500 N.E. Multnomah, Ste. 1480
Portland 97232
503/235-3500

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Allentown	27	74	5815	751
Erie	25	69	6768	402
Harrisburg	29	74	5335	1006



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Allentown, PA 18105
Telephone (215) 437-5581

Circle 30 on Brochure Service Card

Johnstown	28	73	5768	728
New Castle	27	72	5885	642
Philadelphia	31	77	4947	1075
Pittsburgh	27	72	5950	645
Scranton	25	72	6330	569
State College	26	72	6247	559
Wilkes-Barre	25	72	6330	569
Williamsport	26	73	6047	659
York	30	75	5203	901

DEVELOPMENT COUNSELORS:

State Development Agency

Pooler, Joy, M., CID, Dir.
Penn. Dept. of Commerce
Domestic Division
453 Forum Bldg.
Harrisburg, 17120
717/787-6500

Areas & Others

Allentown

Benner, Donald P., Exec. V.P.
Ind. Dev. Corp. of Lehigh Cty.
462 Walnut St., Box 1410, 18105
215/437-5581

Lesko, Joseph R., Mgr.
Penn. Power & Light
2 North 9th St., 18101
215/770-5203

Camp Hill

Graf, William S., Exec. V.P.
Central Pennsylvania Business People
214 Senate Ave., 17011
717/761-2000

Doylestown

Dougherty, Robert E., Exec., Dir.
Bucks Cty. Ind. Dev. Corp./Auth.
2 E. Court St., 18901
215/348-9031

Easton

Austen, John R., Exec. Dir.
Easton Area Ind. Dev. Co.
208 Spring Garden St.
18044-0936
215/258-5647

Erie

Ploehn, Robert H., Exec. Dir.
Gtr. Erie Ind. Dev. Corp.
5 W. 10th St., Suite 302, 16501
814/455-4409

Exton

Smith, Gary W., Exec. Dir.
Chester Cty. Dev. Council & Chester Cty., Ind. Dev. Auth.
750 Pottstown Pike, 19341
215/363-6110

Franklin

Vandenberg, Edward, Exec. Dir.
Vanango Cty. Ind. Dev. Corp.
1174 Elk St., 16323
814/432-3466

Philadelphia

Orsborn, James T., CID
Mgr., Reg. Info. Svcs.
Conrail Reg. Market Dev. Dept.
1528 Walnut St., Rm. 1601, 19081
215/893-6030

Pittsburgh

Jones, R. Lee, Area Dev. Mgr.
Peoples Natural Gas Co.
Two Gateway Ctr., 15222
412/471-5100

Miller, John E.
Ind. Mktg. & Area Dev. Mgr.
Consolidated Natural Gas Co., Inc.
Four Gateway Center, 15222
412/227-1136

Pittson

Grossman, Howard J., Exec. Dir.
Econ. Dev. Council of N.E. Penn.
1151 Oak St., 18640-3795
717/655-5581

Reading

Edwards, Edward J., Exec. Dir.
Berks Cty. Ind. Dev. Auth.
Suite 204, GBC Bldg.
645 Penn St., 19601
215/376-8405

Scranton

Burke, Austin, Exec. VP
Gtr. Scranton C. of C.
426 Mulberry St., 18501
717/342-7711

Trevose

Ponce, Juanita
The Korman Co.
2 Neshaminy Interplex, 19047
215/245-0700

Wilkes-Barre

Boam, Gary
Committee for Econ. Growth
Suite 600, Dept. PL 13
69 Public Square, 18701-2505
717/823-7728

Williamsport

Loedding, Peter
Williamsport-Lycoming Chamber of Commerce
454 Pine St., 17701
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Easton Area
Industrial Developers, Inc.
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Circle 31 on Brochure Service Card

SOUTH ATLANTIC

- DELAWARE
- FLORIDA
- GEORGIA
- MARYLAND
- NORTH CAROLINA
- SOUTH CAROLINA
- VIRGINIA
- WEST VIRGINIA

Regional Review

For the most part, the South Atlantic Region is continuing to do very well. Unemployment in the region averaged 5.8% in Sept. 1986, below the national average of 6.4%. New business incorporations were up 4%, and job growth was up 2.4% in 1986 over 1985.

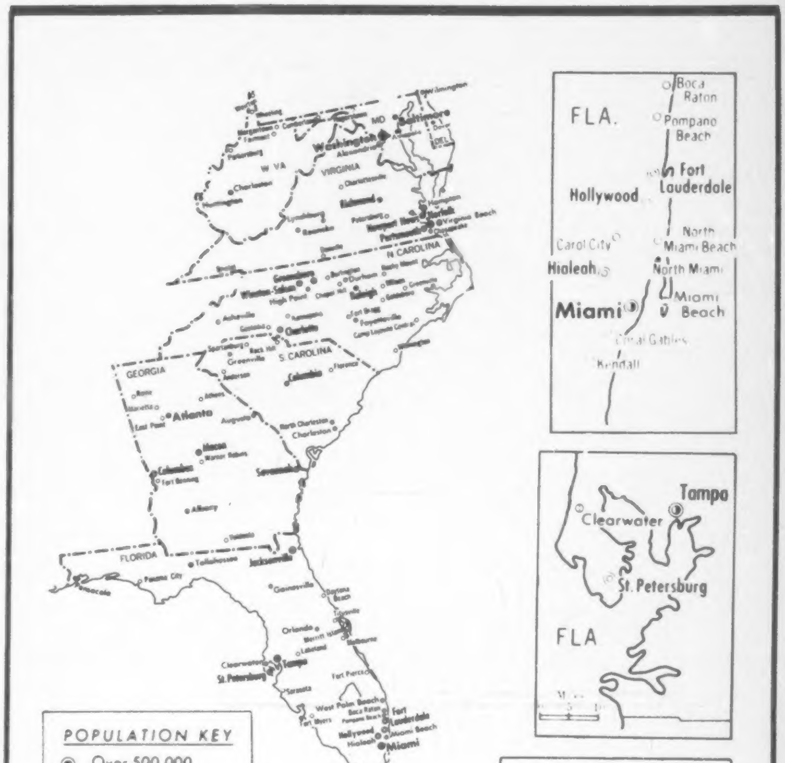
The only troubled spots have been in the level of skilled and adaptable labor and in capital availability, according to the Ameritrust/SRI study *Indicators of Economic Capacity*. However, the survey also states that the region ranks in the middle third of United States regions in accessible technology, measures of faculty quality, and volume of research articles.

Each South Atlantic state is reviewed below.

Delaware. According to the Delaware Development Office, 1986 was a very successful year. For the fifth consecutive year, Delaware's unemployment rate (4.6%) was below the national (7.0%) and regional (5.8%) figures.

Regarding legislative activity, the Development Office reported that the 1986 legislative session resulted in a number of tax and regulatory changes that will continue to improve the state's business climate. These changes include the third reduction in the state's personal income tax in as many years; the second reduction in two years in the manufacturer's gross receipts tax rates; increased gross receipts tax base exclusions for selected business sectors; reduced public utilities taxes; and an improved method of calculating unemployment insurance tax rates for new firms.

Major corporate facility openings or expansions in the state in 1986 included Johnson Wax's 20,000-square-foot plant, which opened in Seaford. In addition, Sandusky Plastics invested $3.5 million in its Clayton plant; American Hoechst Corporation invested more than $10 mil-



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lion in its Delaware City facility; Advanced Film Technologies began a $12-million expansion program; and Ciba-Geigy began a $15-million expansion in its Newport plant.

Florida. Florida is the fastest growing of the nation's ten largest states and surpassed Illinois during 1986 to become the fifth-largest state. Its primary industry has evolved from primarily hotel, amusement/recreation, and personal-services based, to one based on business and professional services.

According to the Florida Department of Commerce, Florida attacked the nationwide problem of commercial liability insurance last year. The legislature passed a comprehensive package of tort reform, insurance regulation, and insurance premium rate rollbacks in order to lower insurance costs for businesses. The law also allows self-insurance groups to offer liability insurance.

In addition to ongoing programs for domestic business expansion and international investment, the Florida Showcase of Events was developed in 1986. It features the state's most famous special events to allow corporate executives to learn first-hand about Florida's business advantages and quality of life.

Georgia. In *City & State*'s special issue "The 50 States" it says, "By almost any economic measure, Georgia is in excellent shape...An appealing business climate, a large defense industry and the emergence of Atlanta as a business, financial and tourist attraction are key elements of the improving economic climate."

Promising economic indicators in the state include the job growth rate, which was up 3.2% for the first eight months of 1986 over 1985, and unemployment, which was 5.8% in Sept. 1986 versus 6.4% at the same time the year before. In addition, the number of nonagricultural employees increased by 22.8% from 1980 to 1985—the fifth-highest rate in the country.

Moody's Investors Service rates Georgia Aaa, and Standard & Poor's raised the state's general obligation bonds rating from AA to AA+ in 1986.

Maryland. According to the Maryland Department of Economic Development, the service industry has grown dramatically—largely due to innovation. Advanced technology (particularly biotechnology and telecommunications) has become major economic forces in the state.

Developments in 1986 included these financial assistance programs: surety bond financing; export financing for pre-export working capital and for shipment; and the Equity Participation Investment Program, designed for franchisers and potential franchisees. In addition, an exemption from state use tax for companies delivering test equipment in defense contracts was passed to assist firms bidding for department of defense work.

Major facility announcements in the state last year included the Howard Hughes Institute headquarters; Douglas & Lomason Company; Bayliner Marine Corporation; Tandy Corporation; Mutual of Omaha Insurance Company's group insurance division; Mid-American Printing Company; and AGB Television Research.

North Carolina. "The business climate has always been excellent in North Carolina and continues to improve. Specific tax changes affecting inventory tax, coupled with the construction and opening of a new high-technology training facility on the campus of Haywood Technical College in southwestern North Carolina and some special allocation of funds for training of employees of American Express, points to North Carolina's quest for new industry." This is according to Earle L. Bradley, chief of labor resources at the North Carolina Department of Commerce.

In 1986, the inventory tax was amended, permitting a 20% tax credit on the local property tax evaluation on manufacturers' inventories. This has been increased to 40% in 1987. In addition, inventory tax paid by wholesalers and retailers was reduced to 90% of the regular property tax rate; this is reduced to 80% this year.

Among the 2,000 corporations filing for incorporation in the state in 1986 were Jockey International; Genpack Corporation; Benetton USA, Inc.; Alside, Inc.; Allibert, Inc. USA; Chelsea Laboratories, Inc.; Delta Marine; Brunk Industries; Inco Alloys International; Crown Controls Corporation; Rheon Automatic Machinery Ltd.; Getrag Gears of North America; and International Transit Systems.

South Carolina. By all indications, South Carolina is doing well. In Grant Thornton's *General Manufacturing Climates*, the state ranked 11th in the United States, largely based on the following scores: third place in the ability of state and local authorities to match general expenditures with revenues; second place in the degree of workforce unionization (3.8%); and first place in the average percent of manufacturing work time lost due to work stoppages (none).

Inc. magazine's "Report on the States" rated South Carolina 14th in the nation. This high rating was due to its 12.97% job growth rate, its 2.56% business birth rate, and its 2.33% of fast-growth companies in the state from 1982 to 1986.

Standard & Poor's gave South Carolina a AAA general obligation rating in 1986, and Moody's gave it a Aaa rating.

Virginia. "Economic development activity proved very encouraging for the Commonwealth during 1986. A total of 26,494 new jobs were reported as a result of manufacturing and basic nonmanufacturing announcements...This figure represents a 36% increase over the 1985 figure of 19,439," according to a report put out by the Department of Economic Development in Virginia.

The number of new manufacturing plants locating in the state—162—explains the high number of new jobs. Some of the largest new facilities announced in 1986 included: Buster Brown Apparel, which will employ 300 in Wise County; Fairchild International, which will employ 200-250 in Giles County; Nimbus Records Ltd., which will employ 300 in Greene County; Perdue Farms, Inc., which will employ 200-800 in Greensville County; and Shenandoah Knitting Mills, which will employ 225-275 in Shenandoah County. The employment figures represent expected employment at full operation.

The civilian labor force grew by 1.2% in the first ten months of 1986, and total employment increased 1.8%. Unemployment averaged 5.1% in the first ten months of 1986, compared with the national rate of 7.1%.

West Virginia. While West Virginia has been hurt by floods and manufacturing, construction, and mining job losses, the state is working hard to overcome these problems. To help attract new business, Governor Arch Moore has initiated some far-reaching incentives.

Among the tax changes: Effective July 1, 1987, the Business and Occupation Tax and the Carrier Income Tax will be repealed for most businesses. In addition, the Business Investment and Jobs Expansion Tax Credit (Super Tax Credit), which gives credit to a business expanding in the state that creates at least 50 new jobs by qualified capital investment, can be applied against the business franchise, severance, and telecommunications tax after July 1, 1987. ☐

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STATE INFORMATION:

Financial assistance to industry:

- Tax incentives — municipal, county & state
- Industrial revenue bond financing
- SBA 503 financing
- SBA 7(a) Financing
- Municipal and county revolving loan program
- Job training assistance
- Available property inventory

Tax rates:

Corporate income tax	8.7%
Personal income tax (1987)	1.0%-8.8%
Sales tax	none
Franchise & incorp. tax	varies
Inventory tax	none
Personal property tax	none
Gasoline tax	$.13/gal.

Advanced education facilities

Four-year colleges & universities	5
Two-year or junior colleges	4
Vocational & business schools	50

Medical facilities:

Hospitals	12
Clinics	18

Labor analysis:

Civilian labor force	331,760
High school graduates	5,791

For additional labor market information, contact Douglas M. Clendaniel, Dir. of Research, Delaware Dev. Office, 99 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4271

Environment controls:

Air pollution: Robert Touhey, Dir., Div. of Air & Waste Mgt., 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4764

Water pollution: R. Wayne Ashbee, Dir., Div. of Water Resources, 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4860

POPULATION:

Cities over 25,000

	Census 1980 Thousands	Estimate 1986 Thousands
DELAWARE	595.2	621.4
Newark	25.2	NA
Wilmington	70.2	69.5

Metropolitan Statistical Area (MSA)

	Census 1980 Thousands	Estimate 1986 Thousands
*Wilmington, DE/NJ/MD	524.1	542.1

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
DELAWARE	67.6	40.0	9.92
Wilmington	57.8	40.0	11.88

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
DELAWARE	328.2	13.6	4.1
Wilmington	279.1	13.8	5.0

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	17.8	NA	NA
MANUFACTURING	72.1	41.1	9.84
DURABLE GOODS	20.0	42.0	11.04
Primary metal industries-SIC 33	1.8	42.1	9.65
Fabricated metal products-SIC 34	1.8	38.0	8.78
Machinery & transp. equip.-SIC 35	NA	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Newark 1, 2 (Wilmington)
Wilmington 1-4

Railroads

1. Chessie System Railroads
2. Conrail
3. CSX Transportation

Airlines

4. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Newark — 2e
Wilmington — 1e

1. Delmarva Power & Light Co.
   800 King St., P.O. Box 231
   Wilmington 19899
2. Newark Electric Dept.
   P.O. Box 390, Newark 19711

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Marl, greensand	1	18
Sand & gravel (construction)	1,100	3,000
Total 1985 (preliminary; excludes the value of magnesium compounds)		3,018

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Wilmington	31	76	4986	1015
Florida				

DEVELOPMENT COUNSELORS:

State Development Agency

Kane, Donald C., Asst. Dir., Bus. Dev.
Delaware Dev. Off.
99 Kings Hwy., P.O. Box 1401
Dover, 19903
302/736-4271

Areas & Others

Dover

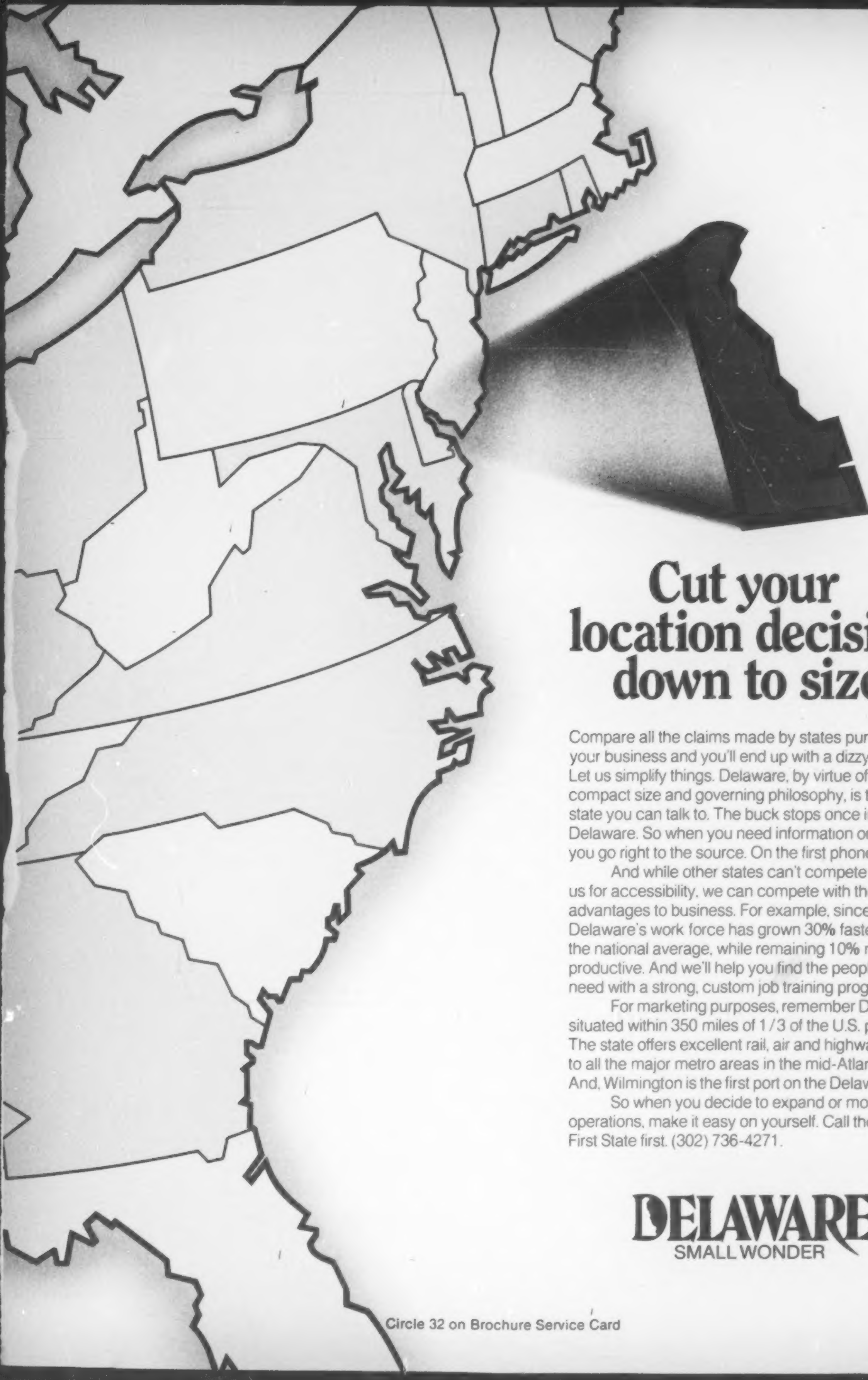
Wolfensberg, Daniel W., Dir.
Forward Central Del. Comm.
P.O. Box 576, 19903
302/734-7513

Hockersmith, Paul J., C.I.D.
Econ. Dev. Mgr.
Delmarva Power & Light Co.
800 King St., P.O. Box 231,19899
302/429-3160

Wilmington

Townsend, Robert Scott, Pres.

Burawski, Donald V., Pres.
New Castle Cty. Econ. Dev. Corp.
1 Commerce Ctr., Ste. 500, 19801
302/656-5050



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Compare all the claims made by states pursuing your business and you'll end up with a dizzying blur. Let us simplify things. Delaware, by virtue of its compact size and governing philosophy, is the one state you can talk to. The buck stops once in Delaware. So when you need information or action, you go right to the source. On the first phone call.

And while other states can't compete with us for accessibility, we can compete with them for advantages to business. For example, since 1980 Delaware's work force has grown 30% faster than the national average, while remaining 10% more productive. And we'll help you find the people you need with a strong, custom job training program.

For marketing purposes, remember Delaware is situated within 350 miles of 1/3 of the U.S. population. The state offers excellent rail, air and highway links to all the major metro areas in the mid-Atlantic region. And, Wilmington is the first port on the Delaware River.

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More unsurpassed sites. More trained workers. More beautiful communities. More educational, cultural and leisure opportunities.

What more could you want?

For complete information, contact: Mr. Roy Harris, President, Industrial Development Commission of Mid-Florida, Inc., Dept. PL487
P.O. Box 2144, Orlando, FL 32802. Phone (305) 422-7159.

Industrial Development Commission of Mid-Florida, Inc.
Serving Orange, Seminole and Lake Counties

Circle 33 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bonds for headquarters, warehouse/distribution, manufacturing, R&D parks, pollution control, etc.
- Tax incentives for creation of jobs & industrial investment
- Funds to build or improve roads for industry
- Long-term financing for small business through Florida First Capital Finance Corp.
- Special state & local vocational/technical job training for industry
- Machinery & equipment sales tax exemptions
- Free port law
- Local option abatement of ad valorem taxes up to a ten-year period
- University-related R&D parks
- Six foreign trade zones
- No state property tax
- No corporate franchise tax
- Repealed unitary tax
- No personal income tax

Tax rates:

Corporate income tax	5.5% of adjusted federal income apportioned to Florida by weighted formula with $5,000 exemption
Personal income tax	none
Property tax	varies locally
Sales tax	5%
Incorporation tax	graduated
Franchise tax	none
Inventory tax	none
Gasoline tax	$.097/gal. (Optional local taxes $.01 — $.06 additional)

Advanced education facilities:

Four-year colleges & universities	118
Two-year community colleges	28
Vocational & business schools	384

Medical facilities:

Hospitals	240
Clinics	NA

Labor analysis:

Civilian Labor force	5,655,500
High school graduates	79,686

For additional labor market information, contact Dept. of Labor & Employ. Security, Bureau of Labor Market Information, 203 Marathon Building, Tallahassee, FL 32301

Office of the Sec'y: 904/488-4398
Div. of Labor Employ. & Training: 904/488-7228
Bureau of Labor Market Information: 904/488-1048
Div. of Unemploy. Comp.: 904/488-6093
Div. of Workers' Comp.: 904/488-2514

Environment controls:

Air & water pollution; solid & hazardous waste: Florida Dept. of Environ. Regulation, 2600 Blair Stone Rd., Twin Towers Office Bldg., Tallahassee, 32301
Office of the Secretary: 904/488-4805
Div. of Environ. Permitting: 904/488-0130

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
FLORIDA	9,740.0	11,435.2
Boca Raton	49.5	58.3
Boynton Beach	35.6	NA
Bradenton	30.2	37.4
Cape Coral	32.1	47.0
Clearwater	85.5	100.2
Coral Gables	43.2	42.7
Coral Springs	37.3	NA
Daytona Beach	54.2	58.7
Deerfield Beach	39.2	NA
Delray Beach	34.3	44.8
Dunedin	30.2	NA
Fort Lauderdale	153.3	154.6
Fort Myers	36.6	39.7
Fort Pierce	33.8	37.4
Gainesville	81.4	85.0
Hallandale	36.5	NA
Hialeah	145.3	165.7
Hollywood	117.2	126.1
Jacksonville	540.9	586.9
Lakeland	47.4	63.7
Lake Worth	27.0	NA
Largo	59.0	64.8
Lauderdale Lakes	25.4	NA
Lauderhill	37.3	NA
Margate	36.0	NA
Melbourne	46.5	55.5
Miami	346.9	385.9
Miami Beach	96.3	96.9
Miramar	32.8	NA
North Miami	42.6	44.0
North Miami Beach	36.5	NA
Ocala	37.2	45.6
Orlando	128.4	144.5
Palm Bay	NA	37.2
Panama City	33.3	35.6
Pembroke Pines	35.8	NA
Pensacola	57.6	63.7
Pinellas Park	32.8	NA
Plantation	48.5	54.6
Pompano Beach	52.6	68.7
Riviera Beach	26.6	NA
St. Petersburg	236.9	246.3
Sarasota	48.9	53.9
Sunrise	39.7	NA
Tallahassee	81.5	117.6
Tamarac	29.1	NA
Tampa	271.5	281.2
Titusville	31.9	39.7
West Palm Beach	62.5	68.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
Bradenton	148.4	177.6
Daytona Beach	258.8	313.9
*Fort Lauderdale-Hollywood-Pompano Beach	1,018.0	1,159.1
Fort Myers-Cape Coral	205.3	267.5

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AL FLUMAN, DIRECTOR
2490 Zero Dr. Brooksville, FL 33512
(904) 799-7275

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FLORIDA

Fort Pierce	151.2	200.9
Fort Walton Beach	109.9	133.5
Gainesville	151.3	194.9
Jacksonville	737.5	817.6
Lakeland-Winter Haven	321.7	363.6
Melbourne-Titusville-Palm Bay	273.0	344.9
*Miami-Hialeah	1,626.0	1,771.6
Naples	85.8	117.9
Ocala	122.5	167.3
Orlando	700.7	864.1
Panama City	97.7	114.7
Pensacola	289.8	329.4
Sarasota	202.3	247.6
Tallahassee	159.5	212.0
Tampa-St. Petersburg-Clearwater	1,614.0	1,870.0
West Palm Beach-Boca Raton-Delray Beach	573.1	730.5

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
FLORIDA	523.9	40.9	8.07
Fort Lauderdale-Hollywood-Pompano Beach	44.8	NA	NA
Jacksonville	38.1	43.6	8.58
Lakeland-Winter Haven	19.9	NA	NA
Miami-Hialeah	94.6	37.8	6.94
Orlando	52.4	40.9	8.28
Pensacola	10.9	NA	NA
Tampa-St. Petersburg-Clearwater	90.6	40.0	7.46
West Palm Beach-Boca Raton-Delray Beach	35.1	NA	NA

*preliminary figures for production workers

Unemployment

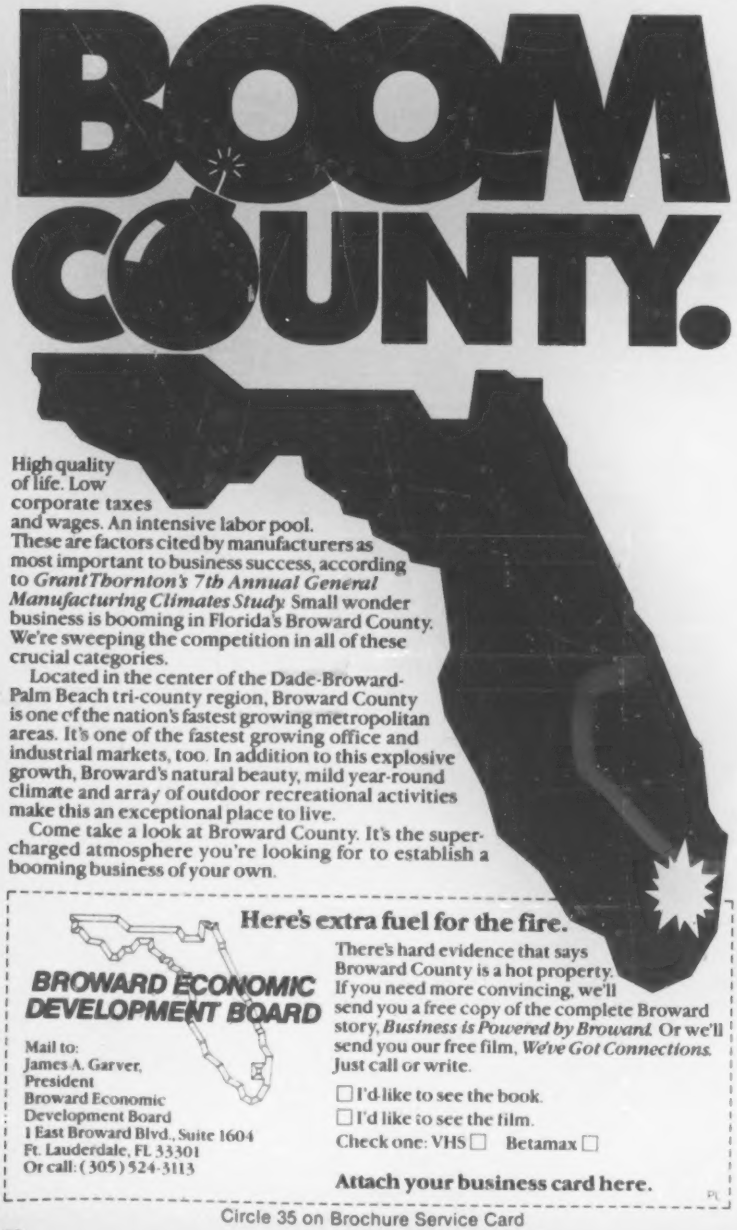
*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
FLORIDA	5,698.2	337.3	5.9
Daytona Beach	147.0	7.7	5.2
Fort Lauderdale-Hollywood-Pompano Beach	590.6	25.7	4.4
Fort Myers-Cape Coral	122.9	5.5	4.4
Gainesville	100.7	3.8	3.8
Jacksonville	441.1	23.9	5.4
Lakeland-Winter Haven	169.5	21.0	12.4
Melbourne-Titusville-Palm Bay	175.4	10.1	5.7
Miami-Hialeah	922.0	59.2	6.4
Orlando	534.8	26.1	4.9
Pensacola	148.2	10.0	6.7
Sarasota	109.1	4.4	4.0
Tallahassee	119.5	5.2	4.3
Tampa-St. Petersburg-Clearwater	929.6	48.3	5.2
West Palm Beach-Boca Raton-Delray Beach	367.3	23.6	6.4

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	334.6	NA	NA
MANUFACTURING	515.2	41.3	7.86
DURABLE GOODS	308.5	42.4	7.94
Lumber & wood prods.-SIC 24	27.0	39.0	6.83
Furniture & fixtures-SIC 25	13.1	40.5	6.13
Stone, clay & glass prods.-SIC 32	23.8	47.9	8.42
Primary metal industries-SIC 33	5.2	42.7	9.04
Fabricated metal products-SIC 34	36.1	44.0	7.37
Machinery, except electrical-SIC 35	45.3	41.8	8.35
Electrical & electronic equip.-SIC 36	78.4	44.5	8.37
Transportation equipment-SIC 37	56.4	38.6	9.22
Instruments & related prods.-SIC 38	14.5	40.9	7.66
Misc. mfg. inds.-SIC 39	8.7	40.0	5.79



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High quality of life. Low corporate taxes and wages. An intensive labor pool. These are factors cited by manufacturers as most important to business success, according to *Grant Thornton's 7th Annual General Manufacturing Climates Study.* Small wonder business is booming in Florida's Broward County. We're sweeping the competition in all of these crucial categories.

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Come take a look at Broward County. It's the super-charged atmosphere you're looking for to establish a booming business of your own.

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Mail to:
James A. Garver,
President
Broward Economic
Development Board
1 East Broward Blvd., Suite 1604
Ft. Lauderdale, FL 33301
Or call: (305) 524-3113

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PL

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TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

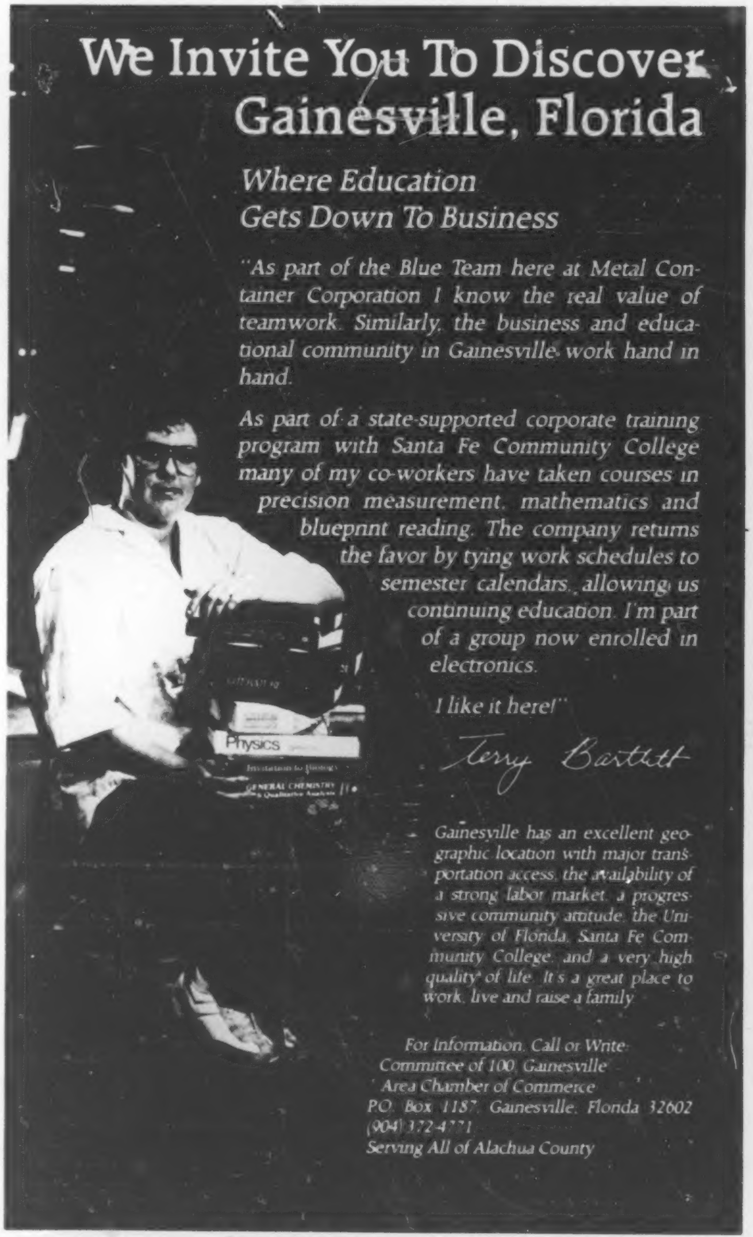
Boca Raton 3, 4 (Ft. Lauderdale)
Boynton Beach 3, 4 (West Palm Beach)
Bradenton 3 (Sarasota)
Cape Coral (Ft. Myers)
Clearwater 3 (St. Petersburg)
Coral Gables 3 (Miami)
Coral Springs (Ft. Lauderdale)
Daytona Beach 4, 38, 41, 70, 72, 74
Deerfield Beach 3, 4 (Ft. Lauderdale)
Delray Beach 3, 4 (W. Palm Beach)
Dunedin 3 (St. Petersburg)
Fort Lauderdale 3, 4, 7, 17, 18, 21, 26, 33, 35, 37, 38, 41, 46, 47, 49, 61-66, 71, 72, 74-76, 81, 83-86, 90
Fort Myers 3, 11, 21, 38, 41, 46, 61, 65, 66, 70, 71, 85, 86
Fort Pierce 4 (West Palm Beach)
Gainesville 3, 39, 41, 70, 72
Hallandale 3, 4 (Ft. Lauderdale)
Hialeah 3, 4 (Miami)
Hollywood 3, 4 (Fort Lauderdale)
Jacksonville 3-6, 14, 21, 35, 36, 38, 41, 62, 66, 70-73, 84-86
Lakeland 3 (Tampa)
Lake Worth 3, 4 (W. Palm Beach)
Largo 3 (St. Petersburg)
Lauderdale Lakes (Ft. Lauderdale)
Lauderhill (Ft. Lauderdale)
Margate (Ft. Lauderdale)
Melbourne 4, 38, 41, 71, 74
Merritt Island (Melbourne)
Miami 3, 4, 6-13, 15, 16, 18, 20-35, 37, 38, 40-42, 44-48, 50-52, 54-61, 63, 65-72, 74-76, 78-80, 82-85, 87-89
Miami Beach (Miami)
Miramar (Ft. Lauderdale)
No. Miami 4 (Miami)
No. Miami Beach 4 (Miami)
Ocala 3, 19
Orlando 3, 10, 14, 19, 21, 26, 28, 35-38, 41, 46, 53, 61-63, 65-67, 71, 72, 74, 76, 82, 84-86, 91
Panama City 1, 14, 36, 39, 43, 76, 77
Pembroke Pines (Ft. Lauderdale)
Pensacola 2, 3, 14, 35, 36, 38, 41, 72, 77
Pinellas Park 3 (St. Petersburg)
Plantation Park (Ft. Lauderdale)
Pompano Beach 3, 4 (Ft. Lauderdale)
Riviera Beach 3, 4 (W. Palm Beach)
St. Petersburg 3, 46, 71
Sarasota 3, 17, 38, 41, 65, 66, 70, 71, 74, 76, 85
Tallahassee 3, 14, 23, 36, 38, 39, 41, 70, 72
Tamarac (Ft. Lauderdale)
Tampa 3, 10, 11, 13, 14, 21, 26, 28, 35-38, 41, 46, 61-63, 65-67, 70-72, 76, 82, 84-86
Titusville 4 (Orlando)
West Palm Beach 3, 4, 7, 21, 23, 33, 37, 38, 41, 46, 61-63, 65, 66, 71, 72, 74, 84-86

Railroads

1. Atlanta & St. Andrews Bay Railway
2. Burlington Northern R.R. Co.
3. CSX Transportation, Inc.
4. Florida East Coast Railway Co.
5. Illinois Central Gulf R.R. Co.
6. Norfolk Southern Corp.

Airlines

7. Aero Coach Aviation
8. Aerolineas Argentinas
9. AeroMexico
10. Air Atlanta
11. Air Canada
12. Air France
13. Air Jamaca
14. Air New Orleans
15. Air Panama Int'l
16. Air South
17. Air Sunshine
18. Airways Int'l
19. Allegheny Commuter
20. ALM-Antillean
21. American
22. APA Intl. Air
23. Atlantic Gulf Airlines
24. Avianca
25. Aviateca
26. Bahamasair
27. Braniff
28. British Airways
29. British Caribbean Airways
30. BWIA Int'l
31. Caribbean Express
32. Cayman Airways
33. Chalks Int'l
34. Challenge Int'l
35. Continental
36. Continental Commuter-Air New Orleans
37. Continental Commuter-Gull Air
38. Delta
39. Delta Connection-Atlantic Southeast



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Terry Bartlett

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49. Gull Air
50. Guyana Airways
51. Hispaniola Airways
52. Iberia
53. Icelandair
54. Lasca
55. Ladeco-Linea Aerea Del Cobre
56. Lan Chile
57. LAP
58. Lloyd Aereo Boliviano
59. Lufthansa
60. Mexicana
61. Midway Airlines
62. New York Air
63. New York Air Connection-Gull Air
64. Nordair
65. Northwest
66. Ozark Air Lines
67. Pan American
68. Pan Am Express-Air Atlanta
69. Pan Am Express-Presidential Airways
70. PBA-Provincetown-Boston
71. People Express
72. Piedmont
73. Piedmont Commuter-CC Air
74. Presidential Airways
75. Pro Air Services
76. Republic
77. Royale Airlines
78. Surinam Airways
79. Taca
80. Tan
81. Trans Air
82. Transtar Airlines
83. Tropical Helicopter
84. TWA
85. United
86. USAir
87. Varig
88. Viasa
89. Virgin Atlantic Airways
90. Walkers Int'l
91. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boca Raton — 4e, 19g
Boynton Beach — 4e
Bradenton — 4e
Clearwater — 5e, 2g
Coral Gables — 4e, 1g
Coral Springs — 4e
Daytona Beach — 4e, 3g
Deerfield Beach — 4e
Delray Beach — 4e
Dunedin — 5e, 2g
Fort Lauderdale — 4e, 19g
Fort Myers — 4e
Fort Pierce — 7eg
Gainesville — 9e, 8g
Hallandale — 4e, 1g
Hialeah — 4e, 1g
Hollywood — 4e, 19g
Jacksonville — 12e, 3g
Lakeland — 14e, 3g
Lake Worth — 15e
Largo — 5e, 2g
Lauderdale Lakes — 4e
Lauderhill — 4e
Margate — 4e
Melbourne — 4e, 1g
Merritt Island — 4e, 1g
Miami — 4e, 1g
Miami Beach — 4e, 19g
Miramar — 4e, 1g
North Miami — 4e, 1g, 19g
North Miami Beach — 4e, 1g, 19g
Ocala — 16e, 10g
Orlando — 17e, 3g
Panama City — 11e, 10g
Pembroke Pines — 4e
Pensacola — 11e, 18g
Pinellas Park — 5e
Plantation — 4e
Pompano Beach — 4e, 19g
Riviera Beach — 4e
St. Petersburg — 5e, 3g
Sarasota — 4e, 20g
Sunrise — 4e
Tallahassee — 21eg
Tamarac — 4e
Tampa — 22e, 19g
Titusville — 4e, 1g
West Palm Beach — 4e, 6g

1. City Gas Co. of Florida
   955 E. 25th St., Hialeah 33013
2. Clearwater Gas System
   P.O. Box 4749, Clearwater 33518-4749
3. Florida Gas Transmission Co.
   1200 Travis St., P.O. Box 1188, Houston, TX 77001

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For more information contact:
Paul Smith, Exec. Dir.
Washington County
Chamber of Commerce
110 North 5th Street
Chipley, Florida 32428
(904) 638-4157

We Believe In
WASHINGTON COUNTY

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Area Wage Survey

Average straight-time hourly earnings

	Daytona Beach 8/86	Jacksonville 12/85	Miami 10/86	Gainesville 9/86
Office, professional, & technical				
Payroll clerks ... $	7.14	7.04	8.22	7.13
Accounting clerks	6.72	7.14	7.75	7.05
File clerks	NA	4.78	5.52	4.85
Typists	NA	5.57	6.45	NA
Key entry operators	5.73	6.88	7.11	NA
Secretaries	8.71	8.51	8.94	7.98
Stenographers	NA	10.52	NA	NA
Swtichbd opr-receptionists	5.67	5.68	6.00	5.48
Word processors	7.16	7.36	7.87	6.56
Drafters	10.50	9.29	9.88	9.22
Electronics technicians	10.71	9.18	13.90	11.75
Computer operators	7.89	8.47	9.25	7.49
Computer programmers (business)	NA	12.44	14.26	NA
Computer systems analysts	NA	15.92	17.41	14.38
Maintenance & powerplant				
Carpenters	NA	NA	8.79	NA
Electricians	11.68	13.55	11.24	NA
Engineers, stationary	NA	13.52	NA	NA
Machinists	NA	14.00	11.32	NA
Mechanics (machinery)	12.37	11.84	11.72	NA
Tool & die makers	NA	NA	NA	NA
Custodial & material movement				
Guards	3.95	4.15	5.01	NA
Janitors, porters & cleaners	4.66	3.88	4.28	4.65
Laborers, material handling	NA	7.90	6.11	6.13
Shippers & receivers	8.37	7.11	7.31	NA
Truckdrivers	8.67	8.52	8.88	11.29
Forklift operators	5.66	9.82	6.88	NA

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SouthPark's neighbors include over 350 companies already prospering in our ideally-located user-friendly park — including companies like AT&T Information Systems, CNA Insurance, and Martin Marietta Aerospace. To find out if your company is Park-compatible, write or call Orlando Central Park today.

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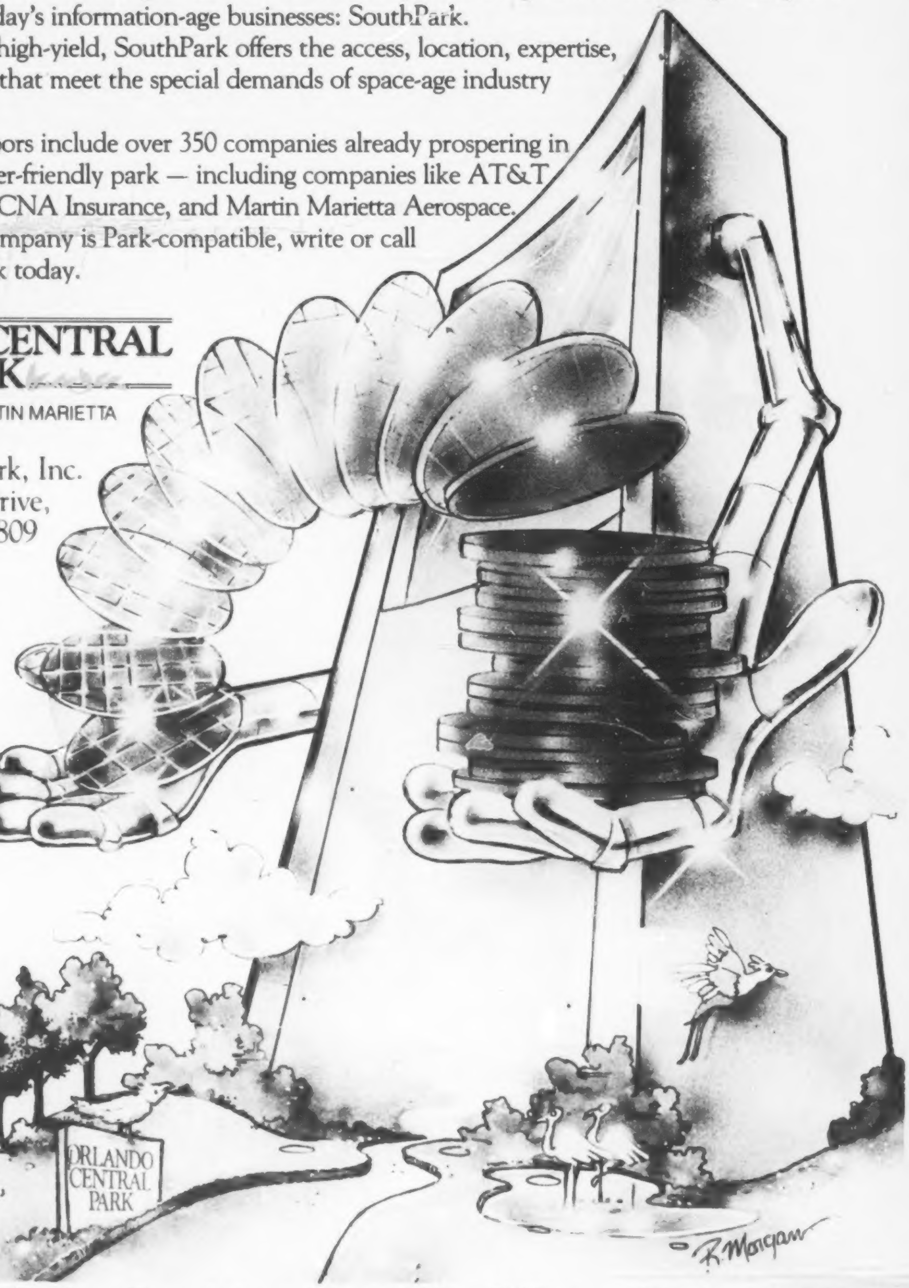
A DEVELOPMENT OF MARTIN MARIETTA CORPORATION

Orlando Central Park, Inc.
7101 Lake Ellenor Drive,
Orlando, Florida 32809
(305) 855-7972.



Central Florida's Most Prestigious Mixed-Use Office and Industrial Park.

Circle 38 on Brochure Service Card

4. Florida Power & Light Co.
   9250 W. Flagler St., Miami 33174
5. Florida Power Corp.
   3201 34th St. S., Box 14042
   St. Petersburg 33733
6. Florida Public Utilities Co.
   401 S. Dixie Hwy., Drawer C,
   W. Palm Beach 33402
7. Fort Pierce Util. Auth., Elec. Dept.
   206 S. 6th St., Box 3191
   Fort Pierce 33454;
   Fort Pierce Util. Auth., Gas Dept.
   101 Avenue C, Fort Pierce 33448
8. Gainesville Gas Co.
   530 W. University Ave., Gainesville
   32601
9. Gainesville Regional Utilities
   P.O. Box 490, Station 16, Gainesville
   32602
10. Gulf Natural Gas Co.
    301 Maple Ave., Panama City 32401
11. Gulf Power Co.
    75 N. Pace Blvd., Box 1151
    Pensacola 32520-1151
12. Jacksonville Electric Authority
    233 W. Duval, Box 53015
    Jacksonville 32202
13. Key West Utility Bd.
    1001 James St., P.O. Box 6100
    Key West 33040
14. Lakeland Dept. of Elec. & Water
    Utilities
    1000 E. Parker St., Lakeland 33801
15. Lake Worth Utilities
    114 College St., Lake Worth 33460
16. Ocala Electric Utility
    P.O. Box 1270, Ocala 32678
17. Orlando Utilities Comm.
    500 S. Orange Ave., Box 3193
    Orlando 32802
18. Pensacola, Energy Services of
    1625 Atwood Dr., Pensacola 32504
19. Peoples Gas System, Inc.
    215 E. Madison St., P.O. Box 2562,
    Tampa 33601
20. Southern Gas Co.
    1565 State St., Sarasota 33578
21. Tallahassee Electric Dept.
    300 S. Adams St., Tallahassee
    32301; Tallahassee Munic. Gas
    System, 2602 Jackson Bluff Rd.,
    Tallahassee 32304
22. Tampa Electric Co.
    702 N. Franklin St., P.O. Box 111
    Tampa 33601

Utility serving cities under 25,000:

Seminole Elec. Co-op, Inc.
William Walbridge, Gen. Mgr.
P.O. Box 272000, Tampa 33688
813/963-0994

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	400	26,400
Portland	3,300	163,800
Clays	899	50,220
Gem stones	NA	6
Lime	133	7,228
Peat	313	6,725
Sand & gravel:		
Construction	22,500	49,200
Industrial	1,900	11,000
Stone (crushed)	74,000	314,000
Combined value of magnesium compounds, phosphate rock, rare-earth metal concentrates, staurolite, titanium concentrates (ilmenite and rutile), and zircon concentrates		935,740
Total 1985 (preliminary)		1,564,319

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F Jan.	Temp. F Jul.	Degree Days Heating	Degree Days Cooling
Daytona Beach	58	81	900	2878
Fort Lauderdale	66	82	254	3933
Fort Myers	63	83	441	3699
Fort Pierce	63	81	500	3352
Gainesville	56	81	1069	2856
Hialeah	66	82	284	3815
Jacksonville	53	81	1402	2520
Key West	69	85	114	4756
Lakeland	61	82	618	3461
Melbourne	62	81	607	3225
Miami Beach	68	83	133	4150
Miami	67	82	199	4095
Orlando	61	82	656	3401
Pensacola	52	82	1571	2680
Pompano Beach	67	82	243	3957
St. Petersburg	62	83	545	3686
Tallahassee	52	81	1652	2492
Tampa	60	82	739	3324
Titusville	60	82	712	3184
West Palm Beach	65	82	262	3769

DEVELOPMENT COUNSELORS:

State Development Agency

Bush, Jeb, Secy. of Comm.
Florida Dept. of Comm.
501 Collins Bldg., Tallahassee, 32301
904/488-5507

Areas & Others

Boca Raton
Shubin, Bill, Pres.
Arvida Comm./Ind.
P.O. Box 100, Dept., 33432
800/342-2622 (ext, 2440) (FL)
800/654-2622 (ext. 2440) (outside FL)

Chipley
Smith, Paul M., Exec. Dir.
Washington Cty. Chamber of Comm.
P.O. Box 457, 32428
904/638-4157 or 4673

Cocoa
McCauley, John, Exec. Dir.
Brevard Econ. Dev. Council
1519 Clearlake Road, 32922
305/632-1740, ext. 4790

Daytona Beach
Richmond, David, Exec. Dir.
Volusia Cty. Bus. Dev. Corp.
101 Corsair Dr., Ste. 103, 32014
904/255-8888

Fort Lauderdale
Frey, Michael V., Sr. Client Rep.
Broward Econ. Dev. Bd.
1 E. Broward Blvd., Ste. 1604, 33301
305/524-3113

Fort Myers
Director
Bus. Dev. Committee
Fort Myers C. of C.
P.O. Box CC, 33902
813/334-1133

Gainesville
McKeown, Charles D., Exec. V.P.
Area Chamber of Comm.
P.O. Box 1187, 32602
904/372-4305

Inverness
Tamberrino, Frank, Exec. Dir.
Citrus Cty. Ind. Dev. Auth.
110 N. Apopka Ave., 32650
904/726-8500

Jacksonville
Daniel, Aubrey M., Ind. Dev. V.P.
CSX Transportation
301 W. Bay St., Ste. 2709-28
32202

Kissimmee
McCarty, William L., Mgr.
Osceola Cty. Comm. of 100
320 E. Monument Ave., 32741
305/847-3174

Lakeland
Thrasher, Richard
Committee of 100
Lakeland Chamber of Comm.
P.O. Box 3538, 33802
813/688-8551

Miami
Haley, John H., Jr., Exec. Dir.
Dade Cty. Ind. Dev. Auth.
Airport Exec. Tower #2
7270 N.W. 12th St., Ste. 160, 33126
305/591-9881

Orange Park
DeLand, Paul, Exec. Dir.
Clay Cty. Econ. Dev. Council
1718 Kingsley Dr., 32073
904/264-7373

Orlando
Director
Orlando Central Park
7101 Lake Ellenor Dr., 32809
305/855-7972
Harris, Roy L., Jr., Pres.
Ind. Div. Cmsn. of Mid-Fla., Inc.
P.O. Box 2144, 32802
305/422-7159
Project Director
Orlando Tradeport
P.O. Box 30004, 32862
305/826-2444

Palm Coast
Rowe, James, Ind. Dev. Dir
ITT Community Dev. Corp.
Executive Offices, 32051
904/445-2672

Pensacola
McLemore, Harry K., C.I.D., Exec. Dir.
Pensacola-Escambia Dev. Cmsn.
803 N. Palifox St., 32501
904/433-3065

St. Petersburg
Schons, Edward L., Econ. Dev. Rep.
Florida Power Corp.
P.O. Box 14042, 33733
813/866-5211

Tampa
Daigle, D. James, Exec. Dir.
Tampa Committee of 100
801 E. Kennedy Blvd., 33602
813/228-7777
Winter, Lee W.
Collier Enterprises
1 Tampa City Ctr., Ste. 2560, 33602
813/273-0297

THE CHOICE IS FLORIDA.

Eight states were in the running for their new regional facility.

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In large part because of our people. Florida's work force has earned a reputation for being highly skilled and reliable. Along with having strong company loyalty.

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The bottom line. Florida is considered to be the premiere business opportunity state in the country.

So, when they set out to open their new facility, it was clear why they chose Florida.

For more information, write to Jeb Bush, Secretary of Commerce, Florida Dept. of Commerce, 501 Collins Building, Suite PL, Tallahassee, FL 32301. Or call (904) 488-5507.

FLORIDA℠

We helped Lockheed-Georgia take flight, IBM train a national service force, YKK USA close the gap on competition, Tatung lower the ceiling on assembly costs, and Post Properties make living easy for 8,000 people.

Discover what Cobb County GA can do for you.

The factors that helped these and many other companies succeed—able labor, readily accessible transportation, excellent education, superior livability, cooperative governments, and more—are at your disposal. As are we. For more information about Cobb County, Georgia, mail this coupon to the Cobb Chamber of Commerce, Economic Development Dept., P.O. Box COBB, Marietta (Atlanta), Georgia, U.S.A. 30065-2429. Or call 404-980-2000.

Cobb
The Successful Side Of Atlanta!

Name
Company
Street
City
State
Zip
PL

Circle 40 on Brochure Service Card

STATE INFORMATION:

Assistance to industry:
- Site location
- Industrial revenue bonds
- Tax incentives
- Production worker training

Tax rates:

Corporate income tax	6%
Personal income tax	1%-6%
Sales tax	3%-5%
Incorporation tax	based on net worth (min. $10, max. $5,000)
Franchise tax	function of apportioned net worth; maximum tax is $5,000
Inventory tax	varies by county
Gasoline tax	7½% per gal.

Advanced education facilities:

Four-year colleges & universities	38
Two-year or junior colleges	23
Vocational & business schools	33

Medical facilities:

Hospitals	203
Clinics	45

Labor analysis:

Civilian labor force	2,634,300
High-school grads	58,654

For additional labor market information, contact Georgia Dept. of Labor, Labor Information Systems, 254 Washington St., S.W., Atlanta, GA 30334, 404/656-3178

Environment controls:

Air & water pollution: Environ. Protection Div., Dept. of Natural Resources, 270 Washington Street, S.W., Atlanta, GA 30334, 404/656-4713

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
GEORGIA	5,464.3	5,990.5
Albany	73.9	85.1
Athens	42.5	42.5
Atlanta	425.0	437.7
Augusta	47.5	46.4
Columbus	169.4	172.2
East Point	37.5	NA

Macon	116.9	120.5
Marietta	30.8	40.9
Rome	29.7	NA
Savannah	141.6	147.3
Valdosta	37.6	NA
Warner Robins	39.9	44.3

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
Albany	112.7	118.2
Athens	130.0	139.8
Atlanta	2,138.0	2,460.7
Augusta, GA/SC	327.4	378.7
Chattanooga, TN/GA	426.5	433.7
Columbus, GA/AL	239.2	242.8
Macon-Warner-Robbins	264.0	279.5
Savannah	230.7	234.1

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
GEORGIA	554.2	41.0	8.14
Atlanta	182.6	NA	NA
Savannah	15.4	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
GEORGIA	3,057.1	181.2	5.9
Albany	56.3	7.0	12.4
Athens	70.9	3.6	5.0
Atlanta	1,416.3	67.4	4.8
Augusta	172.4	10.6	6.1
Columbus	99.3	7.3	7.4
Macon-Warner Robins	128.2	7.4	5.8
Savannah	107.3	7.0	6.5

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Atlanta 5/86
Office, professional, & technical	
Payroll clerks	$ 8.04
Accounting clerks	7.90
File clerks	6.13
Typists	6.88
Key entry operators	7.09
Secretaries	10.41
Switchbd opr-recept's	6.56
Word processors	8.59
Drafters	10.77
Electronics technicians	13.58
Computer operators	9.81
Computer programmers	13.68
Computer systems analysts	17.06
Maintenance & powerplant	
Carpenters	13.50
Electricians	14.31
Engineers, stationary	12.51
Machinists	14.87
Mechanics (machinery)	11.18
Tool & die makers	14.03
Custodial & material movement	
Guards	5.49
Janitors, porters & cleaners	4.50
Laborers, mat'l handling	8.25
Shippers & receivers	9.44
Truckdrivers	8.90
Forklift operators	9.14

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	145.6	NA	NA
MANUFACTURING	554.3	40.6	8.02
DURABLE GOODS	217.6	42.0	8.96
Lumber & wood prods.-SIC 24	35.3	41.1	5.99
Furniture & fixtures-SIC 25	11.9	39.3	5.75
Stone, clay, & glass prods.-SIC 32	19.7	41.4	8.43
Primary metal industries-SIC 33	16.5	40.7	8.81
Fabricated metal products-SIC 34	20.6	43.0	8.08
Machinery, except electrical-SIC 35	25.6	41.0	9.31
Electrical & electronic equip.-SIC 36	27.0	44.9	9.80
Transportation equipment-SIC 37	48.8	43.3	13.14

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

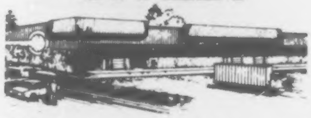
Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 1eg, 6e
Athens — 6e, 2g
Atlanta — 6e, 2g
Augusta — 6e, 2g
Columbus — 6e, 9g
East Point — 4e, 6e, 2g
Macon — 6e, 2g
Marietta — 6e, 7e, 2g, 3g
Rome — 6e, 2g
Savannah — 8e, 2g
Valdosta — 6e, 2g
Warner Robins — 5e, 10g

1. Albany Water, Gas & Light Cmsn.
   207 Pine Ave., Albany 31703
2. Atlanta Gas Light Co.
   235 Peachtree St., N.E., P.O. Box 4569, Atlanta 30302
3. Austell Natural Gas System
   2838 Washington St., Austell 30001
4. East Point Electric Utilities Dept.
   City Hall Annex, East Point 30344
5. Flint Electric Membership Corp.
   P.O. Box 308, Reynolds 31076
6. Georgia Power Co.
   333 Piedmont Ave., N.E., Atlanta 30308
7. Marietta Bd. of Lights & Water Wks.
   205 Lawrence St., Marietta 30060
8. Savannah Elec. and Power Co.
   600 Bay St. E., Savannah 31402

GEORGIA

NEAR SITED.



NEAR Interstates 16 and 95,
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NEAR the Port of Savannah.

This industrial shell building is in the Savannah Port Authority Industrial Park, 10 miles northwest of downtown Savannah in Chatham County. 77,280 sq.ft. expandable to 150,000 sq.ft. on 8 acres. Masonry and metal construction. 23 ft. ceiling height. For sale or lease.

Savannah
Economic
Development
Partnership

For more information contact: Kevin Shea, Savannah Economic Development Partnership, P.O. Box 128, Savannah, Georgia 31402-0128, or call 1-800-722-8044 (In Georgia 1-800-262-8525).

PL487

Circle 41 on Brochure Service Card

GEORGIA

9. United Cities Gas Co.
   1200 Parkway Towers
   Nashville, TN 37219
10. Warner Robins City Gas System
    700 Watson Blvd., Warner Robins
    31093

Utility serving cities under 25,000:

Oglethorpe Power Corp.
F.F. (Bud) Stacy, Jr., Mgr.
2100 E. Exchange Pl., Box 1349
Tucker 30085
404/496-7600

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 3, 13, 16, 36
Athens 1, 3, 29
Atlanta 1-35
Augusta 1, 3, 12, 13, 16, 28, 29
Columbus 1-3, 12, 13, 16
East Point 1, 3 (Atlanta)
Macon 1-3, 12, 13
Marietta 1 (Atlanta)
Rome 3 (Atlanta)
Savannah 1, 3, 7, 12, 14, 25, 28, 29, 30, 34
Valdosta 1-3, 13
Warner Robins 3 (Macon)

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Southern Railway System

Airlines

4. Aeromexico
5. Air Atlanta
6. Air Jamaica
7. American
8. Bahamasair
9. British Caledonia
10. CC Air, Inc.
11. Continental
12. Delta
13. Delta Connection-Atlantic Southeast
14. Eastern
15. Eastern Atlantis Express
16. Eastern Metro Express
17. Japan Air Lines
18. KLM
19. Lufthansa
20. Metro Airlines
21. Midwest Express
22. Northwest
23. Ozark Air Lines
24. Pan Am Express-Air Atlanta
25. Pan Am Express-Presidential Airways
26. Pan Am Express-Republic
27. People Express
28. Piedmont
29. Piedmont Commuter-CCAir
30. Presidential Airways
31. Republic
32. Sabena
33. TWA
34. United
35. US Air
36. American Eagle

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	8,722	618,725
Gem stones	NA	20
Sand & gravel:		
Construction	5,000	13,000
Industrial	600	8,000
Stone:		
Crushed	47,400	226,800
Dimension	174	20,926
Talc	W	W
Combined value of barite, bauxite (1984), cement, feldspar, iron oxide pigments (crude), kyanite, mica (scrap), peat, and values indicated by symbol W		81,132
Total 1985 (preliminary)		968,603

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan	Temp. F. Jul	Degree Days Heating	Degree Days Cooling
Albany	49	81	2062	2396
Athens	42	79	2965	1680
Atlanta	42	79	3021	1670
Augusta	45	81	2568	1935
Columbus	46	81	2356	2152
Macon	47	81	2279	2217
Rome	42	78	3122	1601

DEVELOPMENT COUNSELORS:

State Development Agency

Berry, George, Cmsr.
Toon, John D., Mktg. Mgr., Econ. Dev.
Georgia Dept. of Ind. & Trade
230 Peachtree St., N.W.
P.O. Box 1776, Atlanta, 30301
404/656-3556
404/656-7795

Areas & Others

Atlanta
Anderson, John, A.V.P.
Ind. Dev. Dept.
Norfolk Southern
125 Spring St., S.W., 30303
404/529-1591
Burton, Parks W.
Atlanta Gas Light Co.
P.O. Box 4569, 30302
404/572-0844
Cassell, Robert B., C.I.D., Exec. Dir.
Southern Ind. Dev. Council
1584 Tullie Circle, N.E.
Suite 132, 30329
404/636-0969
Director
Industrial Development Dept.
Georgia Power Company
P.O. Box 4545, 30302
404/526-2586
Hull, Dan, Econ. Dev. Mgr.
Munic. Elec. Auth. of Ga.
1470 Riveredge Pkwy., 30328
404/952-5445

Augusta
Director of Ind. & Econ. Dev.
Gtr. Augusta Chamber of Comm.
P.O. Box 657, 30913
404/722-0421

Decatur
Nolan, Nancy, Mgr. Econ. Dev.
DeKalb Chamber of Commerce
750 Commerce Dr., Ste. 201, 30030
404/378-8000
King, Lisa
Development Authority
Clayton Cty. Courthouse, 30236
404/477-3220

Macon
Gatlin, Charles R., C.I.D., Exec. Dir.
Forward Macon, Inc.
P.O. Box 207, 31202-0207
912/741-8017

Marietta
Sund, Roger K., Econ. Dev. Group Mgr.
Cobb Chamber of Comm.
P.O. Box COBB, 30065-2429
404/980-2000

Savannah
Knowlton, Richard D., Jr.
Pres. & C.E.O.
Savannah Port Authority
P.O. Box 128
42 E. Bay St., 31402
Shea, M. Kevin
Savannah Econ. Dev. Partnership
P.O. Box 128, 31402-0128
800/722-8044
800/262-8525 (GA)

Tucker
Riley, Joe, Mktg. Mgr.
Economic Development Dept.
Oglethorpe Power Corp.
P.O. Box 1349, 30085-1349
404/496-7639

PLANT LOCATION ADVERTISERS

are the authorities that can supply you with detailed economic and industrial data.

For further information on:

- *business climate*
- *financial incentives*
- *demographics*
- *education*
- *lifestyle*
- *major industries*

. . . and other site location data, use the post-paid **READER SERVICE CARD** in the back of the book

MARYLAND-D.C.

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for industrial real estate, machinery, & equipment
- Small business surety bond financing
- Export financing for pre-export working capital and for shipments
- Mortgage guarantees for industrial real estate, machinery, & equip.
- Training assistance
- Foreign trade zones
- Enterprise zones

Tax rates:

Corporate income tax	7%
Personal income tax	2%-5%
Real property tax	$.21/$100
Sales tax	5% (no sales & use tax on mfg. machinery & equipment)
Incorporation tax	none
Franchise tax	none
Personal property tax	none
Inventory tax	none
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	35 (+ 18 in D.C.)
Two-year or junior colleges	22
Vocational & business schools	331

Medical facilities:

Hospitals	52
Nursing & related care facilities	187

Labor analysis:

Civilian labor force	2,253,000
Public high school graduates	57,440

For additional labor market information, contact Dept. of Employ. & Training, 1100 N. Eutaw St., Baltimore, MD 21201, 301/383-5600

Environment controls:

Air pollution: George P. Ferreri, Dir., Air Mgt. Admin., Dept. of Health & Mental Hygiene, 201 W. Preston St., Baltimore, MD 21201, 301/225-5235

Noise control: David L. Resh, Jr., Admin., Community Health Mgt. Program, Off. of Environ. Program, Dept. of Health & Mental Hygiene, 7th floor mail room (same address as above), 301/333-3154

Waste management: Ronald Nelson, Dir., Waste Mgt. Admin., Off. of Environ. Programs, Dept. of Health & Mental Hygiene (same address as above), 301/225-5647

Water pollution: Richard B. Sellars, Jr., Dir., Water Mgt. Admin., Off. of Environ. Programs, Dept. of Health & Mental Hygiene (same address as above), 301/225-6300

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
MARYLAND	4,216.4	4,436.4
Annapolis	31.7	33.6
Baltimore	786.8	760.6
Bethesda	78.3	NA
Bowie	33.7	NA
Frederick	27.6	33.2
Gaithersburg	26.4	NA
Hagerstown	34.1	32.8
Rockville	43.8	46.3
DISTRICT OF COLUMBIA	637.7	621.0
Washington	637.7	621.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
Baltimore	2,200.0	2,291.9
Cumberland, MD/WV	107.8	105.8
Hagerstown	113.1	114.1
Washington, DC/MD/VA	3,251.0	3,492.5
*Wilmington, DE/NJ/MD	524.1	542.1

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MARYLAND		
210.3	40.6	9.88
Baltimore MSA		
132.1	NA	NA
DISTRICT OF COLUMBIA		
15.3	NA	NA
Washington, D.C., MSA		
82.2	38.6	10.76

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MARYLAND		
2,384.6	95.7	4.0
Baltimore		
1,159.5	55.3	4.8
DISTRICT OF COLUMBIA		
337.0	28.2	8.4
Washington, D.C.		
2,080.7	71.3	3.4

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Baltimore 8/86	Washington, DC/MD/VA 3/86
Office, professional, & technical		
Payroll clerks	$ 8.50	8.10
Accounting clerks	7.69	7.85
File clerks	6.64	6.34
Typists	7.46	7.00
Key entry operators	7.31	7.00
Secretaries	9.68	10.19
Stenographers	11.28	NA
Switchbd opr-recept's	6.18	7.30
Word processors	7.94	8.72
Drafters	11.03	9.06
Electronics technicians	13.35	13.55
Computer operators	9.58	9.77
Computer programmers	13.14	14.03
Computer systems analysts	16.96	16.08
Maintenance & powerplant		
Carpenters	12.59	12.52
Electricians	13.90	13.14
Engineers, stationary	13.70	13.73
Machinists	14.13	NA
Mechanics (machinery)	13.14	NA
Tool & die makers	14.00	NA
Custodial & material movement		
Guards	5.45	5.49
Janitors, porters, & cleaners	4.45	4.19
Laborers, mat'l hdlg	7.85	8.41
Shippers & receivers	8.19	8.52
Truckdrivers	10.20	10.64
Forklift operators	9.86	10.84

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Annapolis (Baltimore)
Baltimore 1, 2, 3, 9, 12-14, 16, 17, 20-23, 25, 32, 35-37, 39, 40, 42-45, 48
Bethesda (Wash., D.C.)
Bowie 3 (Baltimore)
Cumberland 2, 20
Frederick 2 (Hagerstown)
Gaithersburg 2 (Wash., D.C.)
Hagerstown 2, [illegible] 5, 12, 40
Rockville 2 (Wash., D.C.)
Washington, D.C. 2-4, 6-48

Railroads

1. Baltimore & Annapolis R.R. Co.
2. Chessie System Railroads
3. Conrail
4. Norfolk Southern Corp.
5. Norfolk and Western Railway Co.
6. Southern Railway System

Airlines

7. Aeroflot
8. Air France
9. Air Jamaica
10. Air Wisconsin
11. Alaska Airlines
12. Allegheny Commuter
13. American
14. American Eagle
15. Braniff
16. British Airways
17. BWAI International
18. Continental
19. Continental Commuter-New York Air
20. Cumberland Airlines
21. Delta
22. Delta Connection-Business Express
23. Eastern
24. East Hampton Aire

25. Icelandair
26. Jet America Airlines
27. Midway Airlines
28. Midwest Express
29. New York Air
30. New York Air Connection-Colgan
31. Northwest
32. Ozark Air Lines
33. Pan American
34. Pan Am Express-Presidential Airways
35. Pan Am Express-Ransome Airlines
36. People Express
37. Piedmont
38. Piedmont Commuter-Brockway Air
39. Piedmont Commuter-Jetstream Intl.
40. Piedmont Regional-Henson
41. Presidential Airways
42. Republic
43. TWA
44. United
45. USAir
46. Western Airlines
47. Wheeler Airlines
48. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Annapolis — 1eg
Baltimore — 1eg
Bethesda — 6e
Bowie — 1e
Cumberland — 5e, 2g
Frederick — 5e, 3g
Gaithersburg — 6e
Hagerstown — 4e, 5e, 2g
Rockville — 6e
Washington, D.C. — 6e, 7g

1. Baltimore Gas & Elec. Co.
   P.O. Box 1475, Baltimore 21203
2. Columbia Gas Co. of Maryland Inc.
   200 Civic Center Dr., Columbus, OH 43216
3. Frederick Gas Co.
   924 East St., Frederick 21701
4. Hagerstown Mun. Elec. Light Plant
   600 S. Cannon Ave., Box 1498
   Hagerstown 21740
5. Potomac Edison Co.
   Downsville Pike, Hagerstown 21740
6. Potomac Elec. Power Co.
   1900 Pennsylvania Ave. N.W.
   Washington, D.C. 20068
7. Washington Gas Light Co.
   1100 H St., N.W., Washington, DC 20080

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	129.0	NA	NA
MANUFACTURING	217.1	40.3	9.73
DURABLE GOODS	115.5	41.9	10.78
Lumber & wood prods.-SIC 24	3.6	40.7	6.98
Furniture & fixtures-SIC 25	3.5	40.5	7.39
Stone, clay, & glass prods.-SIC 32	6.9	44.9	9.22
Primary metal industries-SIC 33	15.8	42.5	13.87
Fabricated metal products-SIC 34	8.6	42.2	9.25
Machinery, except electrical-SIC 35	17.8	40.8	11.33
Electrical & electronic equip.-SIC 36	40.0	41.4	9.30
Transportation equipment-SIC 37	14.3	43.0	12.91
Instruments & related prods.-SIC 38	3.1	40.3	8.50
Misc. mfg. industries-SIC 39	1.9	39.7	7.72

District of Columbia

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	13.3	NA	NA
MANUFACTURING	14.9	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. ball clay)	329	1,406
Gem stones	NA	2
Lime	10	593
Peat	W	W
Sand & gravel (construction)	16,400	55,000
Stone:		
Crushed	23,400	104,000
Dimension	21	1,211
Combined value of cement, ball clay, sand and gravel (industrial), and values indicated by symbol W		99,376
Total 1985 (preliminary)		261,588

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Baltimore	33	77	4706	1138
College Park	34	77	4455	1203
Washington	31	76	5004	970

DEVELOPMENT COUNSELORS:

State Development Agency

Lofton, Michael, CID, Dir.
Office of Bus. & Ind. Dev.
Md. Dept. of Econ. & Comm. Dev.
Dept. 108, 45 Calvert St.
Annapolis, 21401
301/974-3514

Areas & Others

Annapolis
Belch, James G., CID, Dpty. Dir.
Dept. of Econ. & Community Dev.
Office of Bus. & Inc. Dev.
45 Calvert St., 21401
301/269-2945

Baltimore
Berkowitz, Bernard L., Pres.
Baltimore Econ. Dev. Corp.
36 S. Charles St., Ste. 2400, 21201
301/837-9305

Belcamp
Feeser, Chester G.
Marketing & Energy Services
Baltimore Gas & Electric Co.
P.O. Box 1475, 21203
301/298-1936

Brooklandville
Steuart, Chris
Riverside Business Park
c/o Bata Land Co., Inc.
P.O. Box 944, 21022
301/433-4420

Ellicott City
Cosia, Ann Marie, CID, Bus. Rep.
Howard Cty. Government
Econ. Dev. Office
3430 Court House Dr., 21043
301/992-2027

Hagerstown
Burtner, Leroy R., Dir.
Washington Cty. Econ. Dev. Cmsn.
Court House Annex, 21740
301/791-3080

Landover
Edwards, H. Joseph, Pres.
Prince George's Cty. Econ. Dev. Corp.
9200 Basil Ct., Ste. 200, 20785
301/386-5600

Prince Frederick
Reeves, R. Talmage, Dir.
Calvert Cty. Econ. Dev. Office
Court House, 20678
301/535-1600

Princess Anne
Ritter, Jon, Exec. Dir.
Somerset City, E.D.C.
424 N. Somerset Ave., Ste. 202, 21853
301/651-0500

Rockville
Eaton, James L., Dir.
Off. of Econ. Dev.
Montgomery Cty. Gov't
Exec. Office Bldg.
101 Monroe St., Suite 1500, 20850
301/251-2345

Salisbury
Kiley, Robert L., C.I.D., Exec. Dir.
Salisbury Wicomico Econ. Dev. Inc.
P.O. Box 4700, 21801
301/749-1251

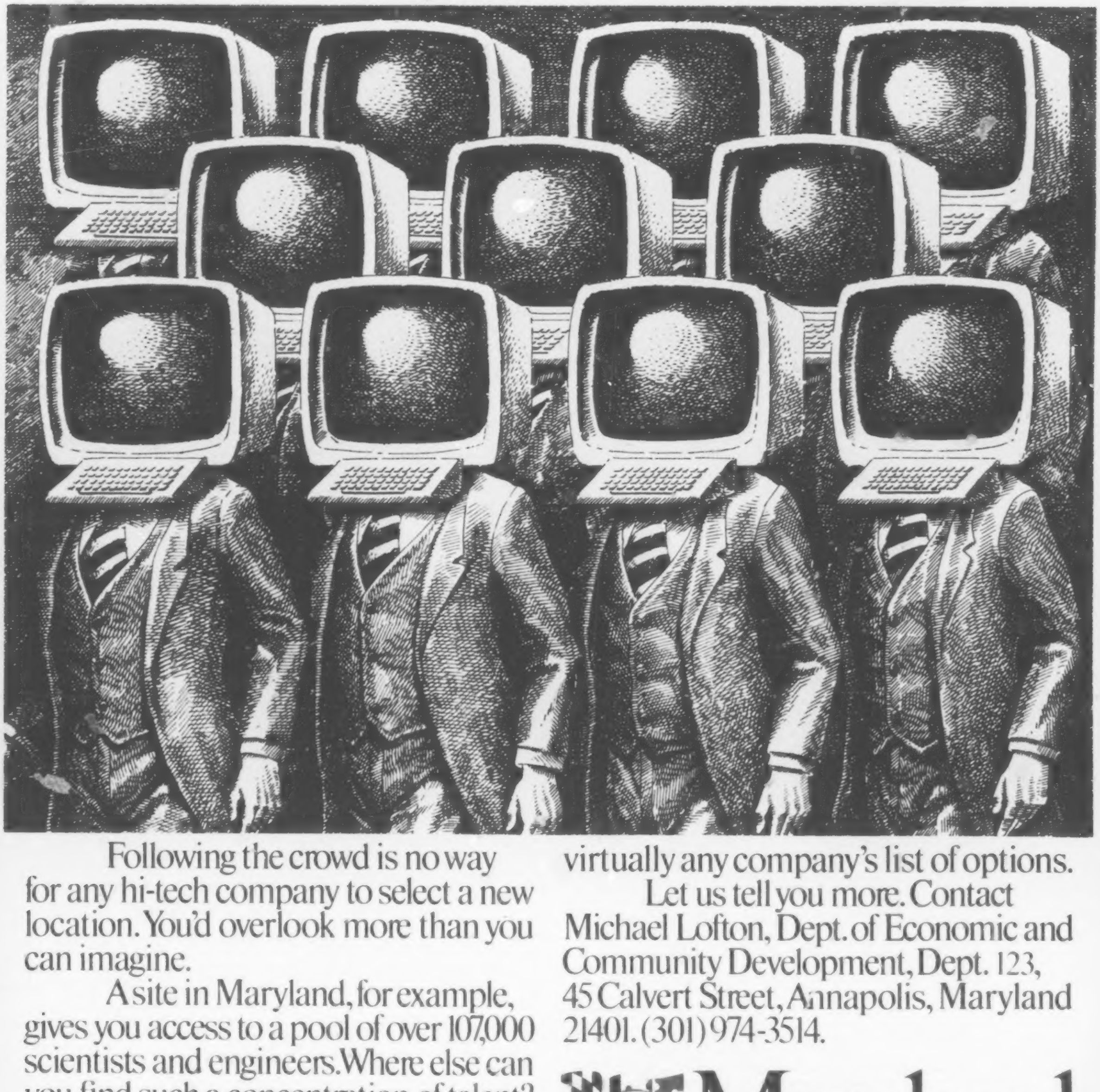
Towson
Hannon, Robert L., Dir.
Baltimore Cty. Econ. Dev. Comm.
111 W. Chesapeake Ave., 21204
301/494-3648

Westminister
Lewis, Kathleen Ann, Econ. Dev. Dir.
Carroll Cty. Government
Office of Econ. Dev.
225 N. Center St., 21157
301/876-2085

WASHINGTON, D.C.
Kamerman, Dan
NRECA Gov't Relations
National Rural Electric Coop. Assoc.
1800 Massachusetts Ave., N.W., 20036
202/857-9500

Murphy, Dennis C., Bus. Dev. Mgr.
Gtr. Wash. Board of Trade
1129 20th St., N.W., 20036
202/857-5966

All too often, you can become just another face in the crowd simply by following it.



Following the crowd is no way for any hi-tech company to select a new location. You'd overlook more than you can imagine.

A site in Maryland, for example, gives you access to a pool of over 107,000 scientists and engineers. Where else can you find such a concentration of talent? Nowhere in the country.

And that's just one of the little-known facts that qualify Maryland for virtually any company's list of options.

Let us tell you more. Contact Michael Lofton, Dept. of Economic and Community Development, Dept. 123, 45 Calvert Street, Annapolis, Maryland 21401. (301) 974-3514.

Maryland
More than you can imagine.

Circle 42 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:

- Free job training to any industry creating 12 or more new jobs
- Land & equip. for pollution abatement exempt from local property tax
- Industrial revenue bond financing

Tax rates:

Corporate income tax	6%
Personal income tax	3%-7%
Retail sales tax	3% (2.0% local option)
Equipment & machinery tax	1% with $80.00 max item
Incorporation tax	$.80/$1,000
Franchise tax	$1.50/$1,000
Inventory tax credit	credit allowed on corporate income tax for property tax paid on manufacturers' "excessive" inventories of raw materials & goods in process. Tax credit of 20% of property tax in 1986, increased to 40% in 1987 and subsequent years.
Gasoline tax	$.12/gal.

Advanced education facilities:

Four-year colleges & universities	47
Two-year or junior colleges	8
Vocational & business schools	81

Medical facilities:

Hospitals	165
Clinics	1,100

Labor analysis:

Civilian labor force	3,239,000
High-school graduates	69,500

For additional labor market information, contact Labor Resources Section, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, NC 27611, 919/733-4094

Environment controls:

Air & water pollution: Environ. Specialist, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, NC 27611

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
NORTH CAROLINA	5,874.4	6,304.9
Asheville	53.3	59.2
Burlington	37.3	37.5
Chapel Hill	32.4	34.1
Charlotte	314.4	340.4
Durham	100.8	103.4
Fayetteville	59.5	70.1
Gastonia	47.3	51.4
Goldsboro	31.9	NA
Greensboro	155.6	177.9
Greenville	35.7	NA
High Point	64.1	67.3
Jacksonville	17.0	26.4
Kannapolis	36.0	32.8
Kingston	25.2	NA
Raleigh	149.8	181.3
Rocky Mount	41.3	47.1
Wilmington	44.0	45.7
Wilson	34.4	NA
Winston-Salem	131.9	144.4

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
Asheville	160.9	168.0
Burlington	99.1	100.5
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,049.0
Fayetteville	247.2	263.7
Greensboro-Winston-Salem-High Point	827.4	902.1
Hickory	202.6	217.2
Jacksonville	112.8	121.4
Raleigh-Durham	561.0	632.9
Wilmington	103.5	113.3

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH CAROLINA	828.6	40.9	7.57
Asheville	20.5	NA	NA
Charlotte-Gastonia-Rock Hill	146.4	42.3	7.74
Greensboro-Winston-Salem-High Point	151.9	39.7	8.33
Raleigh-Durham	57.4	41.4	8.61

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH CAROLINA	3,239.1	165.9	5.1
Asheville	90.1	4.5	5.0

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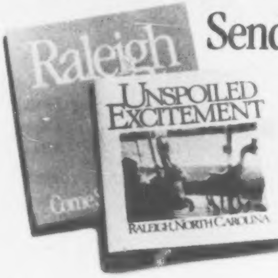

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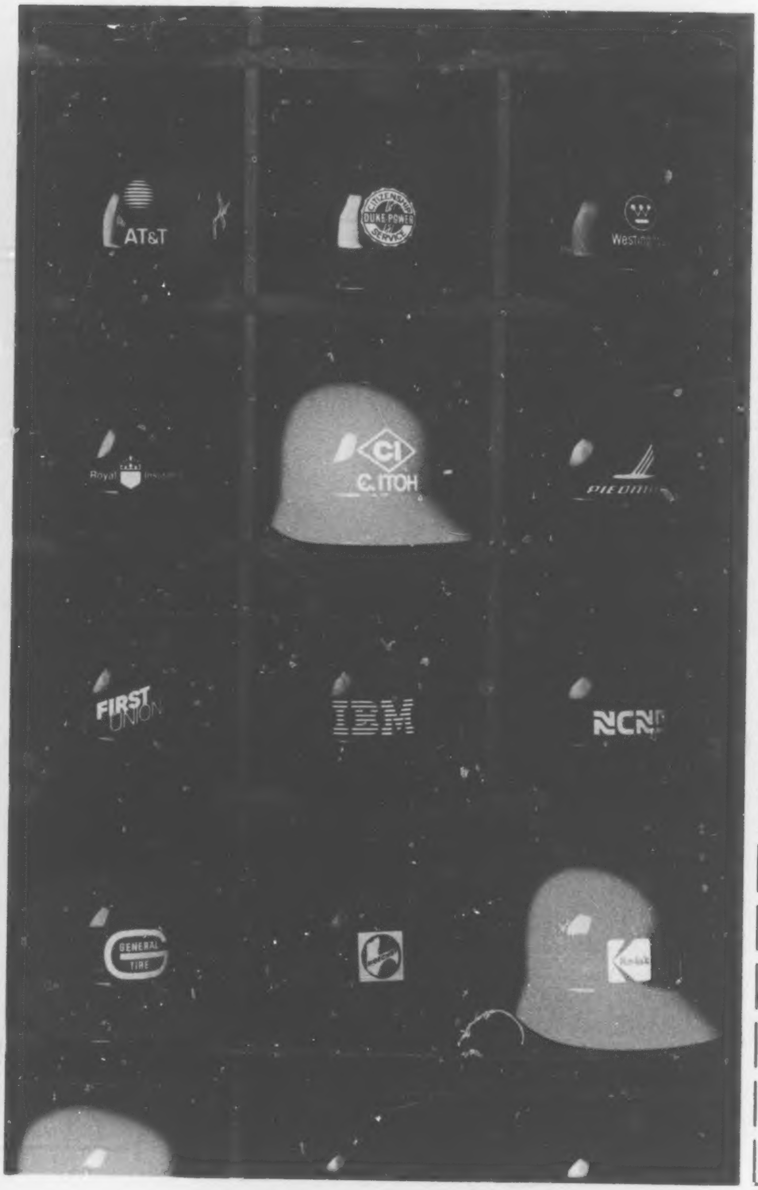
Welcome to the home of some major league teams.



In the competitive business arena, you'll find these teams perennially at or near the top of their fields. And you'll also find them in Charlotte.

Perhaps you, too, should consider calling Charlotte home. Our average rate of $14.06 per square foot of office space is modest by national standards.

Construction costs rank fifth lowest of 162 U.S. cities measured by the Means Building Cost Service. While prime sites for a broad range of companies are in abundance.

So is a sophisticated work force. The available labor force within 50 miles exceeds 670,000. It's highly skilled, too, thanks to a statewide commitment to quality education and training.

For complete details, call Bill Millett at (704) 377-6911. Or send in the coupon. And discover, as others have, that Charlotte is in a league by itself.

Yes, I'd like more information on Charlotte, North Carolina.

NAME
TITLE
COMPANY
ADDRESS
CITY STATE ZIP

Mail to: Economic Development Division
The Charlotte Chamber, P.O. Box 32785
Charlotte, North Carolina 28232

Charlotte
NORTH CAROLINA

Circle 44 on Brochure Service Card

North Carolin
a great place for gr

Bountiful harvests have always been a way of life in our state.

Whether you're growing apples or new technologies, our climate for business, research and good living is ranked among the very best in the country.

We've also broken new ground with cultural and educational advancements.

For example, we were the first state to fund an orchestra and an art collection.

N.C. Department of Commerce, Business/Industry Development Div., Suite 1207, 430 N. Salisbury St., Raleigh, NC 27611.

a has always been owing things.

And we were the first state to found a free residential school for the arts.

Also, our Research Triangle Park is the largest of its kind in the world, and one of America's top research centers.

All this may be why, by the year 2000, we're projected to be one of the five leading growth states in the nation.

That's important. But it's even more important that we're an excellent place to raise the most valuable resource of all:

Families.

Call, and we'll tell you why there's a growing interest in our state by companies all over the world.

Write to us, or call this number: 919/733-4151.

North Carolina

Circle 45 on Brochure Service Card

THE FISHING POLL

Citizen Casting

In Gaston County, North Carolina we survey our citizens 2 or 3 times a year. We ask them what they want from their government and simply how they like living here. Over 91% recently responded, "We like it very much, thank you."

And no wonder. Our gently rolling Piedmont area belies our rich industrial base. Our school system is a leader in the state while retaining its neighborhood tradition. And our Schiele Museum is the most frequently visited institution in North Carolina. To top it off, we are a short distance to either the Atlantic Ocean or the Blue Ridge Mountains.

If you like this lure, drop us a line and we'll send you a free brochure with even more bait!

Barbara Boster, C.I.D.
Gaston County
Economic Development Commission
P.O. Box 2168
Gastonia, NC 28053
704 867-4771

Circle 46 on Brochure Service Card

Charlotte-Gastonia-Rock Hill	600.7	27.6	4.6
Greensboro-Winston-Salem-High Point	508.8	22.2	4.4
Raleigh-Durham	384.9	13.2	3.4

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Greensboro-Winston Salem-High Point 8/86
Office, professional, & technical	
Payroll clerks	$ 7.16
Accounting clerks	7.25
File clerks	5.09
Typists	6.66
Key entry operators	6.71
Secretaries	9.24
Stenographers	NA
Switchbd opr-recept's	6.15
Word processors	NA
Drafters	11.46
Electronics technicians	14.17
Computer operators	9.24
Computer programmers	11.08
Computer systems analysts	16.09
Maintenance & powerplant	
Carpenters	10.76
Electricians	13.39
Engineers, stationary	15.57
Machinists	NA
Mechanics (machinery)	12.24
Tool & die makers	12.22
Custodial & material movement	
Guards	4.88
Janitors, porters & cleaners	5.10
Laborers, mat'l hdlg	7.34
Shippers & receivers	8.57
Truckdrivers	10.11
Forklift operators	9.42

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	149.2	NA	NA
MANUFACTURING	827.4	39.6	7.29
DURABLE GOODS	341.7	40.3	7.48
Lumber & wood prods.-SIC 24	36.0	40.2	6.30
Furniture & fixtures-SIC 25	85.0	38.7	6.55
Stone, clay, & glass prods.-SIC 32	19.4	41.5	7.86
Primary metal industries-SIC 33	10.6	42.4	8.53
Fabricated metal products-SIC 34	26.8	41.6	7.85
Machinery, except electrical-SIC 35	57.7	41.9	8.32
Electrical & electronic equip.-SIC 36	66.3	40.0	8.43
Transportation equipment-SIC 37	23.1	42.2	8.32
Instruments & misc. mfg.-SIC 38	16.8	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Asheville 2, 4, 7, 10, 13, 17, 18
Burlington 4 (Greensboro)
Chapel Hill (Raleigh-Durham)
Charlotte 1, 2, 4, 6, 8, 9, 11, 12, 14-20, 22, 23
Durham 1, 3, 4-6, 9, 11, 14-18, 22-24
Fayetteville 1, 4, 6, 10, 17, 19
Gastonia 1, 4 (Charlotte)
Goldsboro 1, 4 (Kinston)
Greensboro 2, 4, 6, 9, 11, 16-18, 22-24
Greenville 1, 4, 18
High Point 4 (Greensboro)
Kinston 1, 4, 17, 18
Raleigh 1, 4-6, 9, 11, 14-18, 21-24
Rocky Mount 1, 18
Wilmington 1, 5, 13, 17, 22
Wilson 1, 4 (Rocky Mount)
Winston-Salem 3, 4, 18

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Norfolk and Western Railway Co.
4. Southern Railway System

Airlines

5. Air-Lift
6. American
7. American Eagle
8. Christman Air System
9. Delta
10. Delta Connection-Atlantic Southeast
11. Eastern
12. Eastern Atlantis Express
13. Eastern Metro Express
14. Ozark Air Lines
15. Pan American
16. People Express
17. Piedmont
18. Piedmont Commuter-CC Air
19. Piedmont Regional-Henson
20. Tennessee Airways
21. TWA
22. United
23. USAir
24. Wheeler Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Asheville — 1e, 10g
Burlington — 2e, 9g
Chapel Hill — 2e, 10g
Charlotte — 2e, 9g
Durham — 2e, 10g
Fayetteville — 3e, 8g
Gastonia — 4e, 10g
Goldsboro — 1e, 8g
Greensboro — 2e, 9g
Greenville — 5eg, 8g
High Point — 2e, 6e, 9g

Kinston — 7e, 8g
Raleigh — 1e, 10g
Rocky Mount — 11eg, 8g
Wilmington — 1e, 8g
Wilson — 12eg, 8g
Winston-Salem — 2e, 9g

1. Carolina Power & Light Co.
   411 Fayetteville St., Raleigh 27602
2. Duke Power Co.
   422 S. Church St., Box 33189,
   Charlotte 28242
3. Fayetteville Pub. Works Cmsn.
   508 Person St., Box 1089
   Fayetteville 28302
4. Gastonia Water & Lt. Dept.
   1300 N. Broad St., Gastonia 28052
5. Greenville Utilities Cmsn.
   200 W. 5th St., Box 1847, Greenville
   27835
6. High Point Electric Utilities Dept.
   211 S. Hamilton, Box 230
   High Point 27261
7. Kinston Public Utilities
   207 E. King St., Box 339, Kinston
   28501
8. NC Natural Gas Corp.
   150 Rowan St., Fayetteville 28301
9. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte 28211
10. Public Service Co. of NC
    400 Cox Rd., Gastonia 28053
11. Rocky Mount Pub. Utilities
    Box 1180 Rocky Mount 27802
12. Wilson Utilities Dept. (Electric)
    1800 Herring Ave., Box 10
    Wilson 27893
    City of Wilson (Gas)
    800 N. Pine St., Wilson 27851

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	2,669	10,157
Feldspar — short tons	503,200	14,300
Gem stones	NA	50
Mica (scrap)	78	3,434
Sand & gravel:		
Construction	6,100	18,400
Industrial	1,330	13,600
Stone:		
Crushed	40,200	192,000
Dimension	199	12,239
Talc & pyrophyllite	81	1,541
Combined values of clays (kaolin), lithium compounds, olivine, peat, phosphate rock, and values indicated by symbol W		209,003
Total 1985 (preliminary)		474,724

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Asheville	37	73	4294	842
Chapel Hill	39	77	3724	1310
Charlotte	41	79	3342	1546
Durham	40	78	3612	1387
Fayetteville	41	79	3155	1657
Gastonia	42	79	3158	1589
Goldsboro	42	80	3102	1704
Greensboro	38	77	3874	1303
High Point	40	78	3422	1387
Raleigh	40	78	3531	1394
Wilmington	46	80	2469	1904
Wilson	41	79	3233	1615

DEVELOPMENT COUNSELORS:

State Development Agency

Brinkley, Robert G., Asst. Dir.
Ind. Dev. Div.
N.C. Dept. of Commerce
430 N. Salisbury St.
Raleigh, 27611
919/733-4151

Areas & Others

Charlotte
Ewing, Maurice D., Econ. Dev. Rep.
Charlotte Chamber of Comm.
P.O. Box 32785, 28232
704/377-6911

Gastonia
Boster, Barbara R., C.I.D., Exec. Dir.
Hicks, Donnie, Dev. Specialist
Gaston Cty. Econ. Dev. Cmsn.
P.O. Box 2168, 601 W. Franklin, 28053
704/867-4771

Greensboro
Stapleton, Thomas L., C.I.D.
Econ. Dev. Dir.
Greensboro Area Chamber of Comm.
P.O. Box 3246, 27402
919/275-8675

Raleigh
Brown, Jerry, V.P., Econ. Dev.
Gtr. Raleigh C. of C.
P.O. Box 2978, 27602
919/833-9400
Ward, Jr., Alvah H., Dir. Bus.
Ind. Dev. Dir.
N.C. Dept. of Comm.
430 N. Salisbury St., 27611
919/733-4151

Roxboro
Newsome, Curtis Glenwood, Exec. Dir.
Person Cty. Econ. Dev.
P.O. Box 1581, Morgan St. 27573
919/599-0288

Wadesboro
Thompson, David W., Exec. V.P.
Anson Cty. C. of C. Ind. Cmsn.
P.O. Box 305, 28170
704/694-4181

ALAN C.
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• FACILITY PLANNING
• PLANT MOVES
Northwestern Plaza, Suite 1003, Asheville, N.C. 28801
(704) 254-8558

Circle 47 on Brochure Service Card

SOUTH CAROLINA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job creating
- Aid for job training
- Low interest loans
- Foreign trade zones

Tax rates:

Corporate income tax	6% of net
Personal income tax	2%-7%
Sales tax	5%
Incorporation tax	40 mills/M; min. $40, max. $1,000
Franchise tax	$1/$1000 valuation of proportion of paid-in surplus & capital
Inventory tax	phased out by 1987
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	33
Technical colleges	16
Commercial & business colleges	7
Vocational schools	25

Medical facilities:

Hospitals	72
Specialized hospitals	8
General infirmaries	10

Labor analysis:

Civilian labor force	1,662,100
Public high school graduates	36,101

For additional labor market information, contact Employ. Security Commission, 1550 Gadsden St., P.O. Box 995, Columbia, SC 29202, 803/737-2660

Environment Controls:

Dept. of Health & Environ. Control, 2600 Bull St., Columbia, SC 29201
Air Pollution: 803/734-4750
Water Pollution: 803/734-5300

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
SOUTH CAROLINA	3,119.2	3,396.3
Anderson	27.3	28.3
Charleston	69.5	67.0
Columbia	99.3	93.7
Florence	30.1	32.4
Greenville	58.2	58.3
North Charleston	65.6	67.5
Rock Hill	35.3	39.2
Spartanburg	44.0	45.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
Anderson	133.2	145.3
Augusta, GA/SC	327.4	378.7
Charleston	430.3	490.2
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,049.0
Columbia	408.2	443.2
Florence	110.2	118.3
Greenville-Spartanburg	568.8	609.1

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH CAROLINA	362.5	41.1	7.99
Charleston	20.1	NA	NA
Columbia	27.8	40.6	7.86
Greenville-Spartanburg	96.1	41.3	7.80

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH CAROLINA	1,662.1	98.2	5.9
Charleston	227.1	10.6	4.7
Columbia	227.5	8.6	3.8
Greenville-Spartanburg	324.9	15.6	4.8

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Greenville-Spartanburg 6/86
Office, professional, & technical	
Payroll clerks	$ 6.71
Accounting clerks	6.59
File clerks	5.26
Typists	6.04
Key entry operators	5.91
Secretaries	8.20
Switchbd opr-recept's	6.33
Word processors	6.99
Drafters	10.08
Electronics technicians	11.49
Computer operators	8.30
Computer programmers	11.82
Computer systems analysts	15.21
Maintenance & powerplant	
Carpenters	8.66
Electricians	10.26
Engineers, stationary	9.50
Machinists	9.33
Mechanics (machinery)	10.09
Tool & die makers	10.86
Custodial & material movement	
Guards	4.49
Janitors, porters & cleaners	4.03
Laborers, mat'l handling	7.90
Shippers & receivers	7.30
Truckdrivers	9.28
Forklift operator	7.00

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	83.9	NA	NA
MANUFACTURING	365.1	40.4	7.61
DURABLE GOODS	122.5	41.4	7.82
Lumber & wood prods.-SIC 24	15.2	42.4	7.12
Furniture & fixtures-SIC 25	4.9	40.3	6.66
Stone, clay, & glass prods.-SIC 32	10.7	42.9	8.72
Primary metal industries-SIC 33	8.1	NA	NA
Fabricated metal products-SIC 34	15.3	40.4	7.64
Machinery, except electrical-SIC 35	29.5	41.8	8.30
Electrical & electronic equip.-SIC 36	21.8	39.8	7.19
Transportation equipment-SIC 37	7.7	NA	NA
Instruments & related prods.-SIC 38	5.6	39.5	7.65
Misc mfg. industries-SIC 39	3.6	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 1, 3, 13
Charleston 1, 3-6, 8, 12, 13, 15
Columbia 1, 3-6, 8, 11-13, 15
Florence 1, 5, 9, 14
Greenville 1-8, 10, 12, 13, 16
North Charleston 1 (Charleston)
Rock Hill 3 (Charlotte, NC)
Spartanburg 1, 3, 5

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Southern Railway System

Airlines

4. American
5. BankAir
6. Delta
7. Delta Connection-Atlantic Southeast
8. Eastern
9. Eastern Atlantis Express
10. New York Air
11. People Express
12. Piedmont
13. Piedmont Commuter-CC Air
14. Piedmont Regional-Henson
15. United
16. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 2e, 4g
Charleston — 6eg

Columbia — 6eg
Florence — 1e, 3g
Greenville — 2e, 4g
North Charleston — 6eg
Rock Hill — 5e
Spartanburg — 2e, 4g

1. Carolina Power & Light Co.
   411 Fayetteville St., Raleigh, NC 27602
2. Duke Power Co.
   422 S. Church St., Box 33189, Charlotte, NC 28242
3. Peoples Natural Gas Co. of SC
   1812 N. Irby St., Florence 29501
4. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte, NC 28211
5. Rock Hill Elec. Dept.
   Box 11706, Rock Hill 29731-1706
6. SC Electric and Gas Co.
   1426 Main St., (Box 764), Columbia 29218 (29260)

Utilities serving cities under 25,000:

Central Elec. Power Co-op, Inc.
Pat T. Allen, Gen. Mgr.
P.O. Box 1455, Columbia 29202
803/779-4975

Saluda River Elec. Co-op
Joseph W. Mulholland, Mgr.
P.O. Box 929, Laurens 29360
803/984-6412

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,300	105,700
Clays (excl. fuller's earth)	1,929	36,642
Gem stones	NA	10
Manganiferous ore	W	W
Peat	3	139
Sand & gravel:		
Construction	4,600	12,300
Industrial	850	15,000
Stone:		
Crushed	17,100	72,500
Dimension	17	1,165
Combined value of cement (masonry), clays (fuller's earth), mica (scrap), vermiculite, and values indicated by symbol W		32,463
Total 1985 (preliminary)		275,919

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Anderson	43	79	2949	1628
Charleston	49	82	1868	2304
Columbia	45	81	2629	2033
Florence	44	80	2727	1815
Greenville	41	78	3239	1501
Spartanburg	41	78	3239	1501

DEVELOPMENT COUNSELORS:

State Development Agency

Holladay, J. Mac, Dir.
South Carolina State Dev. Bd.
P.O. Box 927
Columbia, 29202
803/734-1400

Areas & Others

Charleston
Decker, James D., PE Staff V.P.
Charleston-Trident Dev. Bd.
P.O. Box 975, 29402
803/557-2510

Columbia
Cole, B.B., Jr., V.P./Gen. Mgr.
Louis Wright Realtors
3830 Forest Dr., 29204
803/782-6932
Tompkins, Margaret E.
Bus./Ind. Development Dept.
South Carolina Elec. & Gas Co.
P.O. Box 764, 29218

Greenville
Copenhaver, David N., Econ. Dev. V. P.
Gtr. Greenville Chamber of Comm.
P.O. Box 10048, 29603
803/242-1050

Lancaster
Wilson, James E.
Lancaster Cty. Plng. & Dev. Corp.
P.O. Box 730, 29720
803/285-1565

Moncks Corner
Burke, W. Andrew, V.P., Econ. Dev.
S.C. Public Service Auth.
P.O. Box 398, One Riverwood Dr., 29461
803/761-4005

Orangeburg
Ford, Thomas J., C.I.D., Exec. Dir.
Orangeburg Cty. Dev. Cmsn.
P.O. Drawer 1303, 29116
803/536-3333

Rock Hill
Smith, Ronald Carter, Exec. Dir.
York Cty. Econ. Dev. Bd.
P.O. Box 10995, 29731
803/324-3058

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Access roads
- Pollution controls tax exempt at local option
- Sales tax exemptions
- Solar energy facilities tax exempt at local option
- Imports exempt from inventory tax as long as they retain their status as imports

Tax rates:
Corporate income tax 6%
Personal income tax 2%-5.75%
Personal property tax .....varies locally
Sales tax 4.5%
Franchise & incorp. tax .... varies
Inventory tax ....none
Gasoline tax .... $.175/gal.

Advanced education facilities:
Four-year colleges & universities 44
Two-year or junior colleges...............26
Vocational & bus. schools ....150 (approx.)

Medical facilities:
Hospitals 135
Clinics 160

Labor analysis:
Civilian labor force.................2,940,000
Public high school graduates....64,000

For additional labor market information, contact Virginia Employ. Commission, P.O. Box 1358, Richmond, VA 23211, 804/786-3240.

Environment controls:

Air Pollution: Richard L. Cook, Exec. Dir., Air Pollution Control Bd., P.O. Box 10089, Richmond, VA 23240, 804/786-2378

Water Pollution: Richard N. Burton, Exec. Sec'y, State Water Control Bd., P.O. Box 11143, Richmond, VA 23230, 804/257-6384

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
VIRGINIA	5,346.3	5,785.0
Alexandria	103.2	110.8
Arlington	152.6	155.4
Blacksburg	30.6	NA
Charlottesville	45.0	40.6
Chesapeake	114.2	132.1
Danville	45.6	44.6
Hampton	122.6	126.1
Harrisonburg	19.7	27.3
Lynchburg	66.7	66.5
Newport News	144.9	152.6
Norfolk	267.0	283.1
Petersburg	41.1	40.9
Portsmouth	104.6	105.2
Richmond	219.2	216.7
Roanoke	100.4	98.6
Suffolk	47.6	49.2
Virginia Beach	262.2	326.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
Charlottesville	113.6	121.6
Danville	111.8	112.8
Johnson City-Kingsport-Bristol, TN/VA	433.6	449.0
Lynchburg	141.2	145.3

VIRGINIA		
Norfolk-Virginia Beach-Newport News	1,171.1	1,288.4
Richmond-Petersburg	761.3	813.0
Roanoke	224.5	226.6
Washington, DC/MD/VA	3,251.0	3,492.5

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
VIRGINIA	429.4	40.4	8.86
Bristol	9.6	39.6	7.46
Lynchburg	24.3	41.2	8.48
Norfolk-Virginia Beach-Newport News	68.2	NA	NA
Northern Virginia	32.7	41.3	9.55
Richmond-Petersburg	61.6	40.2	11.34
Roanoke	20.6	40.8	8.17

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
VIRGINIA	2,930.6	128.2	4.4
Lynchburg	72.6	3.9	5.4
Norfolk-Virginia Beach-Newport News	593.2	26.1	4.4
Richmond-Petersburg	408.8	16.0	3.9
Roanoke	117.4	4.9	4.1

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	151.3	NA	NA
MANUFACTURING	423.3	40.1	8.52
DURABLE GOODS	201.2	40.8	8.48
Lumber & wood prods.- SIC 24	22.8	39.3	6.27
Furniture & fixtures-SIC 25	24.0	39.1	5.55
Stone, clay, & glass prods.- SIC 32	14.6	40.5	7.67
Primary metal industries-SIC 33	10.9	41.4	9.46
Fabricated metal products-SIC 34	19.3	42.5	9.01
Machinery, except electrical-SIC 35	15.9	40.5	8.66
Electrical & electronic equip.-SIC 36	42.9	39.4	8.88
Transportation equipment-SIC 37	43.7	NA	NA
Instruments & related prods.-SIC 38	3.8	39.0	6.44
Misc. mfg. industries-SIC 39	3.2	39.4	6.91

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alexandria 4, 6 (Wash., D.C.)
Blacksburg (Roanoke)
Charlottesville 1, 6, 8, 10, 11, 17, 20, 21
Chesapeake 1-3, 6 (Norfolk)
Danville 4, 6, 25
Hampton 1 (Newport News)
Lynchburg 1, 5, 6, 8, 10, 11, 20, 21
Newport News 1, 8, 17, 21, 24
Norfolk 1-6, 9, 12, 15, 17-24
Petersburg 2, 5 (Richmond)
Portsmouth 1-3, 5, 6 (Norfolk)
Richmond 1, 2, 6, 7, 9, 10, 12, 14-16, 20, 21, 23-25
Roanoke 4, 5, 8, 10, 13, 14, 17, 20, 21
Suffolk 1, 5 (Norfolk)
Virginia Beach 3, 6 (Norfolk)

Railroads

1. Chessie System Railroads
2. CSX Transportation, Inc.
3. Eastern Shore Railroad
4. Norfolk Southern Corp.
5. Norfolk & Western
6. Southern Railway System

Airlines

7. Air Wisconsin
8. Allegheny Commuter
9. American
10. American Eagle
11. Avair, Inc.

GROUNDBREAKING SALE ON VIRGINIA BEACH SITES.

Look into your development opportunities in Virginia Beach during our Groundbreaking Site Sale! After all, you may agree with leaders like Stihl Inc., the Sperry Corporation and BWD International that we have the ideal location for your Company.

Currently available sites include about 600 acres for light industry, warehousing and distribution in the 1,000-acre Oceana West Industrial Park and adjacent tracts. A complete transportation network, attractive tax structure and industrial revenue bond financing make Virgina Beach a great place to do business.

IT MAY BE LOVE AT FIRST SITE. For full details, return this coupon to: Mr. A. James De Bellis, Economic Development Director, 770 Lynnhaven Parkway, Suite 254, Virginia Beach, Virginia 23456.
Or call (804) 498-4567.

VIRGINIA BEACH
Virginia

Name ____________ Title ____________
Company ____________
Address ____________
City ____________ State ________ Zip ________

PL

Circle 48 on Brochure Service Card

GROUNDS FOR LOCATING YOUR BUSINESS IN ONE OF THE BEST-RUN COUNTIES IN AMERICA.

Calling yourself one of the best-run counties in America is a bold claim, to say the least. But exaggerated? Not according to the experts. Not when it comes to Henrico County, Virginia.

Of some 3200 counties nationwide, Henrico is one of only ten to earn AAA bond ratings from both Moody's Investors Service and Standard & Poor's. And recently *City & State* magazine, in ranking the country's top counties, listed Henrico among the top 40 "Financial Powerhouses" in America. No wonder four Fortune 500 companies already have their headquarters here.

Situated in the heart of the Eastern Seaboard, Henrico County puts your business within 500 miles of nearly half the nation's population. That's not far when you consider that this is where the Canada-to-Florida route of Interstate 95 intersects eastbound/westbound I-64, and where a major international airport is currently undergoing a $35 million expansion.

Even though Henrico County makes it easy for you to travel, you'll probably find yourself wanting to stick around. Many neighborhoods here include swim and racquet clubs, golf courses, and quiet parks. Right next door is historic Richmond, Virginia's capital, with its renowned monuments, museums, and cobblestone streets. And just two hours away are skiing in the breathtaking Blue Ridge Mountains and sunbathing on the beaches of the Atlantic.

When it comes to educating your children, Henrico's at the head of the class, boasting the only school system in the nation with five schools nominated in just two years for Presidential recognition. The educational resources here also strengthen your work force. Over 70% of all high school graduates in Henrico County go on to higher education. And they don't have to go very far to find it. Local community colleges offer industrial training programs, while a nearby university attracts one of the largest evening enrollments in the country. In addition, several other major universities are within an hour's drive.

If you're interested in how Henrico County can work for your business, just contact Frederick Agostino, Executive Director, Industrial Development Authority, at (804) 747-4212, or P.O. Box 27032D, Richmond, Virginia 23273. He'll be happy to send you information on a variety of specific sites, from office parks to industrial locations.

Then you'll have even more grounds for moving here.

HENRICO COUNTY, VIRGINIA

One of The Best-Run Counties in America.

Circle 49 on Brochure Service Card

VIRGINIA

12. Delta
13. Delta Connection-Atlantic Southeast
14. Delta Connection-Comair
15. Eastern
16. Florida Express
17. New York Air Connection-Colgan
18. Pan Am Express-Ransome Airlines
19. People Express
20 Piedmont
21. Piedmont Regional-Henson
22. TWA
23. United
24. USAir
25. Wheeler Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 11e, 13g
Blacksburg — 1e, 10g
Charlottesville — 11e, 2g
Chesapeake — 11e, 3g, 6g, 12g
Danville — 1e, 4eg
Hampton — 11e, 12g
Lynchburg — 1e, 5g
Newport News — 11eg, 12g
Norfolk — 11e, 12g
Petersburg — 11e, 3g
Portsmouth — 11e, 3g, 6g
Richmond — 11e, 7g
Roanoke — 1e, 8g
Suffolk — 11e, 3g, 6g, 9g
Virginia Beach — 11e, 12g

1. Appalachian Power Co.
   40 Franklin Rd., Box 2021
   Roanoke 24022
2. Charlottesville Gas Div., 305 4th St., N.W., Charlottesville 22902
3. Commonwealth Gas Services Inc.
   200 S. 3rd St., Richmond 23219
4. Danville Water, Gas and Elec. Depts.
   Municipal Bldg., Patton St., Danville 24541
5. Lynchburg Gas Co.
   600 Main St., Lynchurg 24504
6. Portsmouth Gas Co.
   800 Loudoun Ave., Portsmouth 23707
7. Richmond Dept. of Pub. Utilities
   600 E. Broad St., Richmond 23219
8. Roanoke Gas Co.
   519 Kimball Ave., N.E., Roanoke 24016
9. Suffolk Gas Corp.
   130 Commerce St., Suffolk 23434
10. Tennessee-Virginia Energy Corp.
   108 W. 10th Ave. Johnson City, TN 37601
11. Virginia Elec. and Power Co.
   1 James River Pl., P.O. Box 26666
   Richmond 23261
12. Virginia Natural Gas
   5100 E. Virginia Beach Blvd., Norfolk 23502
13. Washington Gas Light Co.
   1100 H St., N.W., Washington, DC 20080

Utility serving cities under 25,000:

Old Dominion Elec. Co-op
Ernest Jordan, Jr., Exec. V.P.
4222 Cox Rd., Glenallen 23060
804/747-0592

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	767	5,716
Gem stones	NA	20
Lime	605	26,426
Sand & gravel (construction)	10,200	41,800
Stone:		
Crushed	51,400	226,000
Dimension	10	2,071
Combined value of aplite, cement, gypsum, kyanite, iron oxide pigments (crude), sand and gravel (industrial), talc (soapstone), and vermiculite		82,305
Total 1985 (preliminary)		384,338

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Charlottesville	35	77	4189	1220
Danville	38	78	3856	1384
Lynchburg	35	76	4323	1074
Norfolk	40	78	3446	1458
Richmond	37	78	3960	1336
Roanoke	36	76	4315	1085

DEVELOPMENT COUNSELORS:

State Development Agency

Eubanks, P. Scott, Dir.
Virginia Dept. of Econ. Dev.
1000 Washington Bldg.
Richmond, 23219
804/786-3791

Areas & Others

Danville
Heath, Mark, CED, Exec. Dir.
Danville Development Council
P.O. Box 299, 24543
804/793-1753

Lynchburg
Cobb, V. Lee, Dir.
Office of Econ. Dev.
City of Lynchburg
P.O. Box 60, 24505
804/847-1732

Newport News
Denton, Julius A. "Bud", III, Exec. Dir.
Va. Peninsula Econ. Dev. Council
P.O. Box 6000, 23606
804/873-0000

Area Wage Survey

Average straight-time hourly earnings

	Norfolk-Virginia Beach-Portsmouth VA/NC 5/86	Richmond 6/86	Washington, DC/MD/VA 3/86
Office, professional, & technical			
Payroll clerks $	6.49	7.45	8.10
Accounting clerks	6.42	7.36	7.85
File clerks	5.58	5.41	6.34
Typists	6.03	6.59	7.00
Key entry operators	5.80	6.31	7.00
Secretaries	7.86	8.96	10.19
Stenographers	NA	8.99	NA
Switchbd opr-recept's	5.55	6.14	7.30
Word processors	6.32	7.51	8.72
Drafters	8.75	9.41	9.06
Electronics technicians	11.81	14.54	13.55
Computer operators	7.76	8.88	9.77
Computer programmer	10.96	12.87	14.03
Computer systems analysts	15.41	16.63	16.08
Maintenance & powerplant			
Carpenters	10.87	12.21	12.52
Electricians	12.86	14.70	13.14
Engineers, stationary	NA	14.72	13.73
Machinists	10.32	14.29	NA
Mechanics (machinery)	10.81	16.84	NA
Custodial & material movement			
Guards	4.50	4.32	5.49
Janitors, porters & cleaners	4.77	4.96	4.19
Laborers, mat'l handling	6.98	7.61	8.41
Shippers & receivers	9.35	9.58	8.52
Truckdrivers	7.49	9.56	10.64
Forklift operators	7.18	9.91	10.84

Ward, Thomas E., Dev. Dir.
City of Newport News
2400 Washington Ave., 23607
804/247-8428

Norfolk

Keogh, Hugh D., Pres.
Forward Hampton Roads
1214 First Virginia Bank Tower
101 St. Paul's Blvd., 23510
804/627-2315

Prince William

Lingle, Dyan, Econ. Dev. Dir.
Prince William County
1 County Complex Ct., 22192
703/335-6680

Richmond

Agostino, Frederick, Exec. Dir.
Henrico Cty. Ind. Dev. Auth.
P.O. Box 27032D, 23273
804/270-9468

McComas, James A., Jr., C.I.D., Dir.
Econ. Dev. Office City of Richmond
City of Richmond
900 E. Broad St., Rm. 508, 23219
804/780-8419

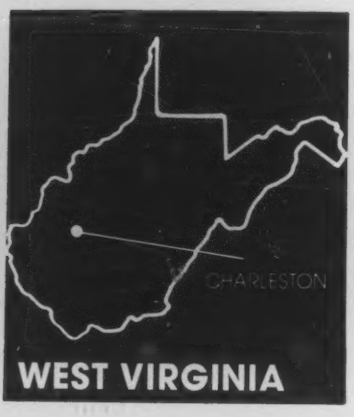
Wood, A. J. Christopher, Exec. Dir.
Metropolitan Econ. Dev. Council
201 E. Franklin, 23219-2281
804/643-3227

Roanoke

Bowman, Robert Y., Exec. Dir.
The Regional Partnership of Roanoke Valley, Inc.
P.O. Box 2797, 24001
703/343-1550

Virginia Beach

DeBellis, A James, Dir.
Dept. of Econ. Dev.
City of Virginia
770 Lynnhaven Pky., Ste. 200, 23452
804/427-4541



STATE INFORMATION:

Financial assistance to industry:

- Revenue bonds for land, buildings, & equipment
- Revenue bonds for pollution control
- Aid for job training (recruiting/testing/job placement services)
- Economic Development Authority — 4 competitively priced loan programs
- Site location & improvement assistance
- Access roads
- Investment tax credit/other tax incentives
- New "Super Tax Credit" for job creation
- Corporate Headquarters Tax Credit
- Two new financing agencies:
  - W. Virginia Ind. Assistance Corp.
  - W. Virginia Ind. & Trade Dev. Corp.

Tax rates:

Corporate income tax......................6% on taxable income of $50,000 or less; 7% on adjusted net taxable income above $50,000
Personal income tax.........2.1%-13.0%
Sales tax..5% (no tax on food for human consumption; companies generally do not pay sales tax on items used in business)
Incorporation tax..................graduated
Franchise registration fee...... $15/year
Inventory tax....................varies locally
Gasoline tax.......................... $.105/gal. + 5% sales tax

Advanced education facilities:

Four-year colleges & universities 19
Two-year or junior colleges.................5
Graduate colleges...............................3
Vocational & business schools:
7 Multicounty vocational centers
33 High schools with vocational units (at least five or more)
32 County centers (five or more occupational areas)
17 Special schools offering vocational education
70 Private schools

Medical facilities:

General hospitals..............................67
Specialty hospitals 2
Nursing homes..................................91
Rural health clinics (Medicare-certified)..29
Home health agencies......................54

Labor analysis:

Civilian labor force........ 765,000 (1985)
Public high school graduates....22,264 (1985)

For additional labor market information, contact Dept. of Employ. Security, California & Washington Sts., Charleston, WV 25305, 304/348-2660

Environment controls:

Air quality: Air Pollution Control Cmsn., 1558 Washington St. E., Charleston, WV 25311, 304/348-2275

Water quality: Dept. of Natural Resources, Water Resources Div., 1201 Greenbrier St., Charleston, WV 25311, 304/348-2107

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
WEST VIRGINIA	1,949.6	1,967.9
Charleston	64.0	58.6
Huntington	63.7	60.6
Morgantown	27.6	NA
Parkersburg	40.0	39.3
Wheeling	43.1	40.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
Charleston	269.6	268.7
Cumberland, MD/WV	107.8	105.8
Huntington-Ashland, WV/KY/OH	336.0	339.8
Parkersburg-Marietta, WV/OH	162.8	159.0
Steubenville-Weirton, OH/WV	163.1	156.5
Wheeling, WV/OH	185.6	181.9

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
WEST VIRGINIA	88.4	40.0	10.44
Charleston	12.4	41.6	12.80
Huntington-Ashland	19.1	39.7	11.75
Parkersburg-Marietta	14.5	42.3	12.22
Wheeling	7.5	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WEST VIRGINIA	734.6	84.9	11.6
Charleston	116.8	10.9	9.3
Huntington-Ashland	126.1	12.9	10.2
Parkersburg-Marietta	71.1	7.4	10.5
Wheeling	71.0	7.5	10.6

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	23.4	36.7	14.16
MANUFACTURING	89.6	39.9	10.24

WEST VIRGINIA

DURABLE GOODS	49.8	40.1	10.25
Lumber & furniture-SIC 24	6.2	NA	NA
Stone, clay, & glass prods.-SIC 32	9.9	39.1	9.74
Primary metal industries-SIC 33	15.2	40.8	13.23
Fabricated metal products-SIC 34	5.5	40.9	9.47
Machinery, except electrical-SIC 35	6.0	39.3	10.11
Electrical & electronic equip.-SIC 36	3.1	41.6	10.60
Transportation equipment-SIC 37	NA	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Charleston 1, 2, 5, 6, 8, 10, 12-14
Huntington 1, 7, 9, 12, 15
Morgantown 1, 4, 11
Parkersburg 1, 4
Wheeling 1-3 (Pittsburgh, PA)

Railroads

1. Chessie System Railroads
2. Conrail
3. Norfolk and Western Railway

Airlines

4. Allegheny Commuter
5. American
6. Bankair
7. Christman Air System
8. Delta
9. Delta Connection-Comair
10. Eastern
11. New York Air Connection-Colgan
12. Piedmont
13. Piedmont Commuter-CCair
14. United
15. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Charleston — 1e, 2g
Huntington — 1e, 2g, 4g
Morgantown — 5e, 3g
Parkersburg — 5e, 3g
Wheeling — 6e, 2g

1. Appalachian Power Co.
   40 Franklin Rd., Box 2021, Roanoke, VA 24022
2. Columbia Gas of West Virginia
   200 Civic Center Dr., Columbus, OH 43216
3. Consolidated Gas Transmission Corp., 445 W. Main St., Clarksburg 26301
4. Inland Gas Co.
   340 17th St., Ashland, KY 41101
5. Monongahela Power Co.
   1310 Fairmont Ave., Fairmont 26554
6. Wheeling Elec. Co.
   51-16th St., Box 751, Wheeling 26003

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	343	3,140
Salt	1,020	W
Sand & gravel (construction)	1,000	3,200
Stone (crushed)	9,400	38,100
Combined value of cement, lime, salt, and sand and gravel (industrial), and values indicated by symbol W		66,292
Total 1985 (preliminary)		110,732

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Charleston	33	75	4697	1007
Fairmont	30	73	5354	761
Huntington	33	75	4676	1121
Morgantown	30	73	5360	768
Parkersburg	31	75	4957	1011
Wheeling	29	70	5450	840

DEVELOPMENT COUNSELORS:

State Development Agency

Dudley, Lysander L., Sr., Ind. Dev. Dir.
Governor's Off. of Comm. & Ind. Dev.
State Capitol
Charleston, 25305
304/348-0400

Areas & Others

Clarksburg
Lilly, Burkey, Econ. Dev. Mgr.
Hope Gas, Inc.
P.O. Box 2868, 26301
304/623-8611

Huntington
Malott, George L., Interim CEO
Mayor's Office
City of Huntington
P.O. Box 1659, 25717
304/696-5540

Martinsburg
Reinke, Donald G., Dir.
Berkeley Cty. Dev. Auth.
P.O. Box 2086, 110 Burke St., 25401
304/267-4144

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Regional Review

According to the Ameritrust/SRI study *Indicators of Economic Capacity*, "the skill level of the existing Midwest [Illinois, Indiana, Michigan, Minnesota, Ohio, and Wisconsin] work force is sound,...the region has a solid capacity to develop its human resources, and...the quality of its high schools is high." Regarding accessible technology, the study states "the Midwest already has technological capacity to support new enterprises because of the presence of high-quality universities and colleges."

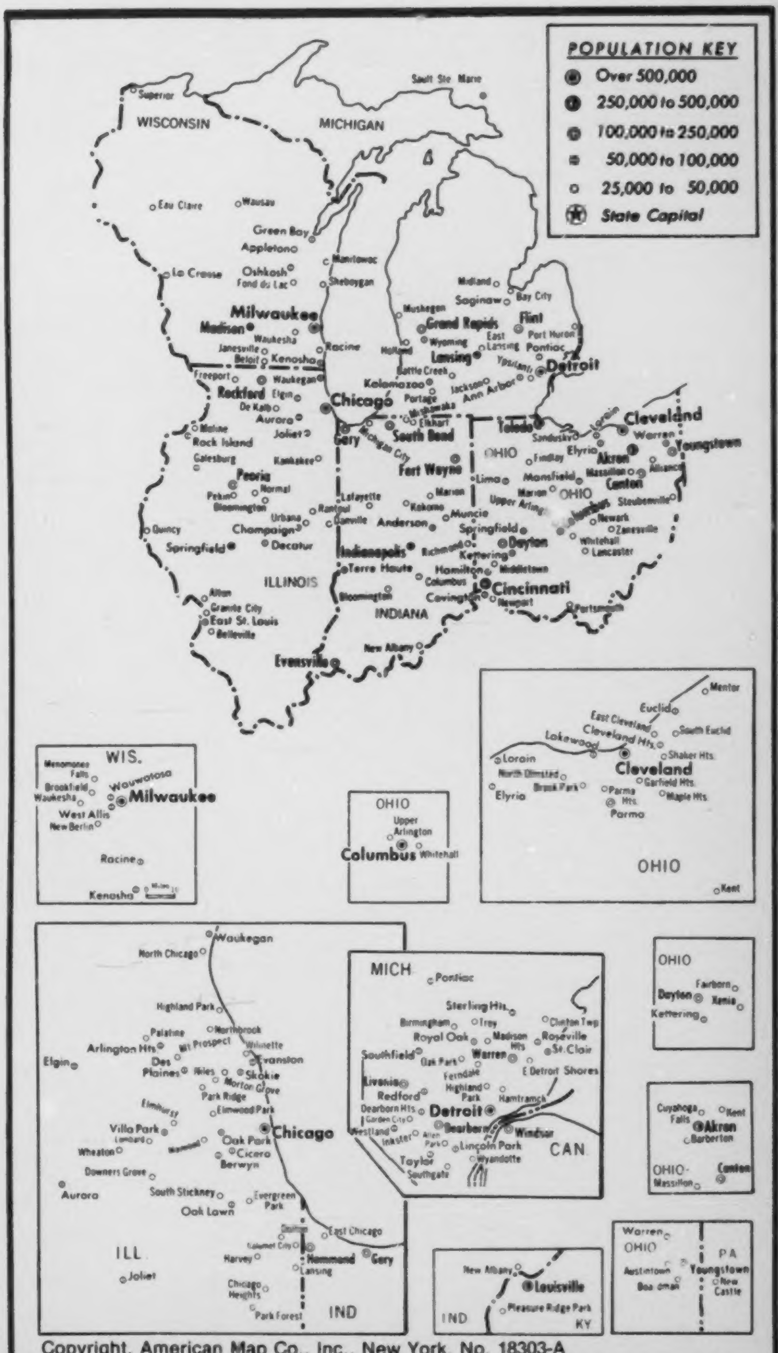
As the above indicates, the region has been making progress in its effort to come back from the recession of the early 1980s. However, the results have been uneven. According to the Grant Thornton study *General Manufacturing Climates*, areas in the region that are "too dependent on farming or smokestack industries are in difficulty." It also states that while "consumer-related businesses such as automobiles and appliances are doing well, heavy industry and equipment are not."

Overall new business incorporations in the region were up 2.8% in 1986 over 1985. The job growth was 2.2% for the period. Average unemployment as of Sept. 1986 was 7.4%; the national average was 6.4%.

Recent events in each of the states follow.

Illinois. The Illinois Department of Commerce and Community Affairs is concentrating its efforts to attract and keep small and medium-sized businesses. These efforts should counteract the state's recent loss of manufacturing jobs and reduction in new-business incorporations.

Recent pro-business initiatives include the Lender Commitment Program, which was set up in 1985 to recruit banks to



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For the full story on northern Illinois opportunities, and help with all the many details of a business move, call or write J. Robert White, Manager Industrial Development, Northern Illinois Gas, P.O. Box 1565, Aurora, Illinois 60507-1565, (312) 983-8888.

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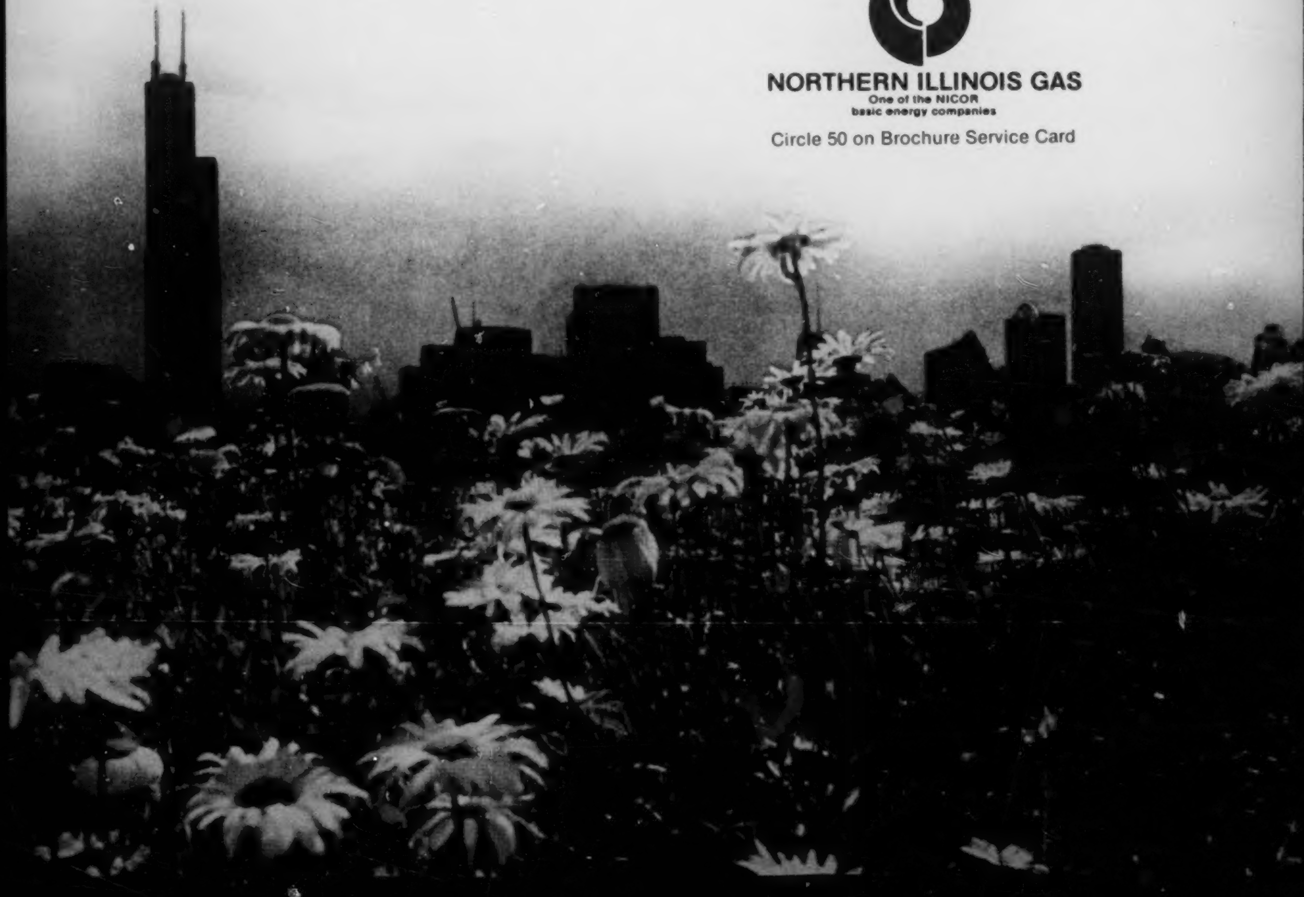

support small business. In addition, the "Build Illinois" program is in its second year of operation. The purpose of the five-year program is to improve infrastructure and economic development, and it has a budget of $1.3 billion.

The biggest new-business announcement in the state last year was the joint automobile venture agreed upon by Chrysler Corp. and Mitsubishi Motors to situate a $600-million plant in Bloomington. The plant is expected to directly employ 2,900 people.

Other new business in Illinois last year included Magna International, which is locating in Nashville; Bell Helmets, which is locating in Rantoul; and Bitesize International, which is locating in Casey.

Indiana. "Indiana currently enjoys low unemployment and a very healthy, growing business climate," according to Susan L. Van Lopik, an industrial development specialist at the Indiana Department of Commerce. This optimism was confirmed by Dun & Bradstreet Corporation's report that new business incorporations in the state were up 10.7% in 1986 over 1985 and by the U.S. Bureau of Labor Statistics report that job growth was up 3.4% and the unemployment rate was 6.3% in 1986.

New legislation in 1986 included a ruling whereby finished products in inventory destined for out-of-state customers are now exempt from inventory tax. Additionally, in an effort to promote Indiana's trade and investment in Western Europe, a full-time office was opened in London.

New business to the state in 1986 included a joint venture between Fuji Heavy Industries and Isuzu Motors; the result is a new facility that will employ 1,700 workers in Lafayette. Also, Alphabet Inc. will employ 400 in Portland, Alpine will employ 334 in Greenwood, and Sanyo will employ 250 in Richmond.

Michigan. Michigan has made a strong comeback after being near insolvency in 1982. This comeback continued in 1986. The state exceeded last year's record level of business incorporations and set a new state record for travel revenues. The turnaround can be attributed to the major new investments made in modernized productive capacity that are strengthening automobile production, which is the state's primary industry.

New legislation in the state last year provided for the establishment of BIDCOs and for tax incentives for high-technology development. In addition, the Michigan Enterprise Zone Authority was created, and the Michigan Insurance Code was amended to regulate multiple-employer welfare arrangements (by which a group of employers in the same industry can form self-insurance pools to provide employee benefits).

New business to Michigan in 1986 included Nippondenso, Delta Kogyo, Lear Siegler, Detroit Plastic Molding, and Lyons Integrated Systems.

Ohio. The state had a 9.2% increase in new business incorporations in 1986 over 1985. Job growth was 3% higher in 1986, and unemployment fell from 9.0% in 1985 to 8.4% in 1986. All this points to a continued recovery from the hard times felt during the recession of the early 1980s.

Recent legislation in the state included a lowering of the personal income tax rates. On July 1, 1985, the rates were lowered 10%, and on Jan. 1, 1987, they were dropped an additional 5%. Also, the corporation franchise tax surtax (5.4%) has been eliminated.

In the Grant Thornton study, the state received the fourth-highest national rating for the annual average hours worked per week—42.3. This figure reflects the utilization of the general manufacturing worker.

Wisconsin. In the past two years, personal income tax rates have been reduced, qualified small-business stock has been exempted from capital gains sales, inheritance tax rates have been reduced for distant relatives and nonrelatives, and the carry-over period for net operating losses and credits to conform with federal law has been extended. According to the Wisconsin Department of Development, these efforts, combined with positive business tax changes started in the 1970s, create one of the lowest tax burdens on business in the nation.

Manufacturing is the primary industry in the state and is expected to stay on top through 1995, according to a development department study. Services are the second-largest employer, followed by retail; the government; finance insurance and real estate; wholesale; transportation and public utilities; construction; and agricultural services, forestry, and fishing.

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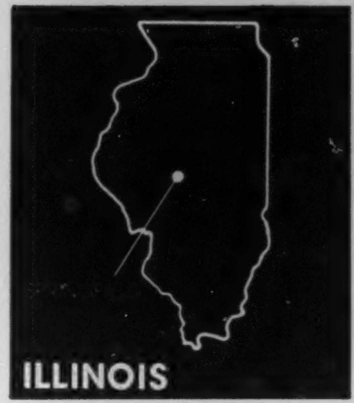

STATE INFORMATION:

Financial assistance to industry:

- Investment tax credit
- Property tax exemption
- Bonds for Buildings
- Bonds for pollution control
- Aid for job training
- Site location assistance
- Direct loans

Tax rates:

Corporate income tax	4.0%
Personal income tax	2.5%
Personal property tax	none
Sales tax	5% state; 1%-3% local
Incorporation tax	none
Franchise tax	⅒ of 1%
Inventory tax	none
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	186
Two-year or junior colleges	52
Vocational & bus. schools	232 +

Medical facilities:

Hospitals	240
Clinics	NA

Labor analysis:

Civilian labor force	5,727,000
High school graduates	4,300,000 in labor force

For additional labor market information, contact Illinois Dept. of Employ. Security, 910 S. Michigan Ave., Chicago, IL 60605, 317/793-5700

Environment controls:

Air pollution: Environ. Protection Agency, 2200 Churchill Rd., Springfield, IL 62701, 217/782-3397

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
ILLINOIS	11,418.5	11,640.4
Addison	28.8	NA
Alton	34.2	33.0
Arlington Heights	66.1	68.5
Aurora	81.3	89.8
Belleville	42.2	41.9
Berwyn	46.8	45.1
Bloomington	44.2	47.6
Bolingbrook	37.3	NA
Burbank	28.5	NA
Calumet City	39.7	NA

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Cicero	61.2	60.6
Danville	39.0	NA
Decatur	94.1	94.0
De Kalb	33.1	NA
Des Plaines	53.6	56.7
Downers Grove	39.3	44.2
East St. Louis	55.2	50.5
Elgin	63.8	70.8
Elk Grove Village	28.9	NA
Elmhurst	44.3	45.4
Evanston	73.7	71.2
Freeport	26.4	NA
Galesburg	35.3	NA
Glenview	30.8	NA
Granite City	36.8	35.7
Hanover Park	28.9	NA
Harvey	35.8	NA
Highland Park	30.6	NA
Hoffman Estates	38.3	NA
Joliet	78.0	79.2
Kankakee	30.1	29.4
Lansing	29.0	NA
Lombard	37.3	NA
Maywood	23.0	NA
Moline	45.7	46.0
Mount Prospect	52.6	53.0
Naperville	42.3	57.5
Niles	30.4	NA
Normal	35.7	36.9
Northbrook	30.7	NA
North Chicago	38.8	40.6
Oak Forest	26.1	NA
Oak Lawn	60.6	57.8
Oak Park	54.9	54.5
Palatine	32.2	NA
Park Forest	26.2	NA
Park Ridge	38.7	NA
Pekin	34.0	34.1
Peoria	124.2	121.5
Quincy	42.4	41.7
Rock Island	47.0	45.5
Rockford	139.7	137.5
Schaumburg	52.3	57.3
Skokie	60.3	59.1
Springfield	99.6	104.1
Tinley Park	26.2	NA
Urbana	36.0	33.7
Waukegan	67.7	71.8
Wheaton	43.0	50.9
Wilmette	28.2	NA

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
ILLINOIS	960.1	41.0	10.64
Aurora-Elgin	36.8	NA	NA
Bloomington-Normal	4.8	39.7	10.69
Champaign-Urbana-Rantoul	7.5	40.9	9.22
Chicago	561.8	41.5	10.34
Davenport-Rock Island-Moline	31.5	39.7	12.38
Decatur	14.0	38.3	13.83
Joliet	18.3	NA	NA
Kankakee	5.1	NA	NA
Lake County	41.4	NA	NA
Peoria	30.8	41.0	12.80
Rockford	45.1	42.7	11.31
Springfield	3.8	41.8	11.52

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ILLINOIS	5,760.4	453.4	7.9
Aurora-Elgin	170.4	11.0	6.5
Bloomington-Normal	60.4	2.8	4.6
Champaign-Urbana-Rantoul	77.7	3.7	4.7
Chicago	3,160.0	233.1	7.4
Davenport-Rock Island-Moline	176.4	17.7	10.0
Decatur	58.9	7.1	12.1
Joliet	186.6	13.1	7.0
Kankakee	44.3	4.1	9.2
Lake County	259.9	12.7	4.9
Peoria	150.5	13.2	8.8
Rockford	143.7	12.4	8.7
Springfield	108.4	5.9	5.5

*preliminary figures

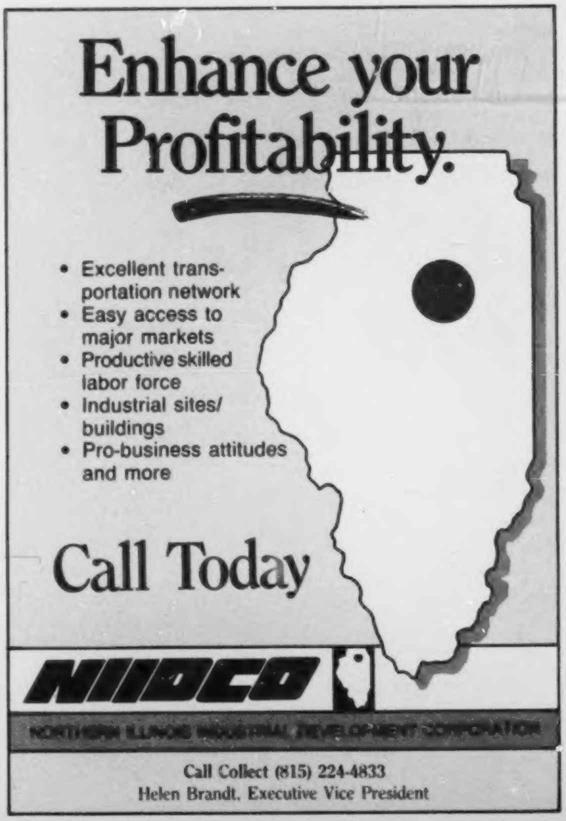
Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
*Aurora-Elgin	316.0	349.2
Bloomington-Normal	119.1	125.1
Champaign-Urbana-Rantoul	168.4	168.8
*Chicago	6,060.0	6,127.1
Davenport-Rock Island-Moline, IA/IL	384.0	389.5
Decatur	131.4	131.7
*Joliet	355.0	383.6
Kankakee	102.9	104.1
*Lake County	440.0	472.6
Peoria	365.9	370.8
Rockford	279.5	282.0
St. Louis, MO/IL	2,377.0	2,416.7
Springfield	187.8	195.4

*Primary Metropolitan Statistical Areas (PMSAs)

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	37.9	16.80	39.9
MANUFACTURING	981.1	40.6	10.37
DURABLE GOODS	604.6	41.0	10.62
Lumber & wood prods.-SIC 24	10.5	40.1	7.37
Furniture & fixtures-SIC 25	17.2	41.6	8.16
Stone, clay, & glass prods.-SIC 32	24.8	40.1	10.72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ILLINOIS

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57.9	41.3	12.58
Fabricated metal products-SIC 34		
114.6	41.6	10.65
Machinery, except electrical-SIC 35		
148.4	41.4	11.68
Electrical & electronic equip.-SIC 36		
131.9	40.0	9.0
Transportation equipment-SIC 37		
42.1	41.7	12.32
Instruments & related prods.-SIC 38		
36.2	40.0	9.79
Misc. mfg. inds.-SIC 39		
21.0	40.1	7.51

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Chicago.

Addison 6, 13 (C)
Alton 4, 13, 19 (St. Louis, MO)
Arlington Heights 8 (C)
Aurora 4 (C)
Belleville 10, 13, 23 (St. Louis, MO)
Berwyn 4, 6, 13 (C)
Bloomington 9, 13, 19, 38, 62, 73
Bolingbrook (C)
Burbank (C)
Calumet City 2, 14 (C)
Carbondale 13 (34, 38, 62 through Marion)
Champaign 9, 13, 19, 38, 61, 67
Chicago 1-10, 12-15, 18, 19, 22, 25-43, 45-59, 61, 63-72, 74-78
Chicago Heights 2, 9-11, 22, 25 (C)
Cicero 2-4 (C)
Danville 9, 10, 19, 22, 25, 38
Decatur 13, 18, 19, 38, 62, 73
DeKalb 8 (Rockford)
Des Plaines 8, 22 (C)
Downer's Grove 4 (C)
East St. Louis 4, 5, 8-10, 13, 17-20, 23-25 (St. Louis, MO)
Elgin 8, 22 (C)
Elk Grove Village 8, 22 (C)
Elmhurst 6, 8, 13 (C)
Evanston 13, 25 (C)
Freeport 6, 13 (Rockford)
Galesburg 1, 4, 38
Glenview 8, 22 (C)
Granite City 5, 8-10, 13, 19, 20, 24, 25 (St. Louis, MO)
Hanover Park 22 (C)
Harvey 2, 12, 13 (C)
Highland Park 8 (C)
Joliet 1, 5, 8, 11, 13 (C)
Kankakee 13 (C)
Lansing 9 (C)
Lombard 8, 13 (C)
Maywood 8, 14 (C)
Moline 4, 15, 22, 29, 34, 38, 44, 57, 60-62, 68, 73, 75
Mount Prospect 8 (C)
Naperville 4 (C)
Niles 22 (C)
Normal 13, 19 (Bloomington)
Northbrook 22 (C)
North Chicago 8, 11 (C)
Oak Forest 8 (C)
Oak Lawn 2, 10, 19 (C)
Oak Park 2, 8 (C)
Palatine 8 (C)
Park Forest 11 (C)
Park Ridge 8 (C)
Pekin 9, 13 (Peoria)
Peoria 1, 4, 8, 9, 13, 19, 29, 34, 38, 57, 61, 68, 73-75
Quincy 4, 19, 38
Rock Island 4, 15, 22 (Moline)
Rockford 4, 6, 8, 13, 22, 46
Schaumburg 22 (C)
Skokie 8, 22 (C)
Springfield 5, 13, 19, 29, 38, 62, 73
Tinley Park 8 (C)
Urbana 9, 13, 19 (Champaign)
Waukegan 8, 11 (C)
Wheaton 8 (C)
Wilmette 8 (C)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Baltimore & Ohio Chicago Terminal
3. Belt Railway Co. of Chicago
4. Burlington Northern R.R. Co.
5. Chessie System Railroads
6. Chicago Central & Pacific Railroad
7. Chicago S. Shore & S. Bend R.R.
8. Chicago & North Western System
9. Conrail
10. CSX Transportation, Inc.
11. Elgin, Joliet & Eastern Railway Co.
12. Grand Trunk Western R.R. Co.
13. Illinois Central Gulf R.R. Co.
14. Indiana Harbor Belt R.R. Co.
15. Iowa Interstate R.R. Ltd.
16. Milwaukee Road
17. Missouri-Kansas-Texas R.R. Co.
18. Norfolk Southern Corp.
19. Norfolk and Western Railway
20. St. Louis Southwestern Railway Co.
21. Seabord System Railroad
22. Soo Line Railroad Co.
23. Southern Railway
24. Terminal R.R. Assn. of St. Louis
25. Union Pacific Railroad

Airlines

26. Aircal
27. Air Canada
28. Air France
29. Air Wisconsin
30. Alaska Airlines
31. Alia
32. Alitalia
33. American
34. American Eagle
35. America West
36. Braniff
37. British Airways
38. Britt Airways
39. Continental
40. Delta
41. Delta Connection-Comair
42. Direct Air
43. Eastern
44. Eastern Air Midwest
45. El Al
46. Frontier Airlines
47. Great Lakes Aviation
48. Great Lakes Link-Alliance
49. Icelandair
50. Japan Air Lines
51. Jet American Airlines
52. KLM
53. Lufthansa
54. Mexicana
55. Midstate Airlines
56. Midway Airlines, Inc.
57. Midway Airlines-Chicago Arlns.
58. Midway Airliines-Iowa Arlns.
59. Northwest
60. Northwest Airlink-Mesaba Aviation
61. Ozark Air Lines
62. Ozark Midwest-Air Midwest

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Central Illinois Light Co.
300 Liberty St.
Peoria, IL 61602

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Central Illinois Light Company

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63. Pan American
64. Pan Am Express-Republic
65. People Express
66. Philippine Airlines
67. Piedmont
68. Republic
69. Sabena
70. SAS
71. Southwest Airlines
72. Swissair
73. Trans World Express-Resort Air
74. TWA
75. United
76. USAir
77. Western Airlines
78. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Addison — 3e, 7g
Alton — 11eg
Arlington Heights — 3e, 7g
Aurora — 3e, 7g
Belleville — 4eg
Berwyn — 3e, 7g
Bloomington — 4e, 7g
Bolingbrook — 3e, 7g
Burbank — 3e, 7g
Calumet City — 3e, 7g
Carbondale — 2eg
Champaign — 4eg
Chicago — 3e, 9g
Chicago Heights — 3e, 7g
Cicero — 3e, 7g
Danville — 4eg
Decatur — 4eg
DeKalb — 3e, 7g
Des Plaines — 3e, 7g
Downers Grove — 3e, 7g
East St. Louis — 11e
Elgin — 3e, 7g
Elk Grove Village — 3e, 7g
Elmhurst — 3e, 7g
Evanston — 3e, 7g
Freeport — 3e, 7g
Galesburg — 4eg
Glenview — 3e, 7g
Granite City — 4eg
Hanover Park — 3e, 7g
Harvey — 3e, 7g
Highland Park — 3e, 8g
Hoffman Estates — 3e, 7g
Joliet — 3e, 7g
Kankakee — 3e, 7g
Lansing — 3e, 7g
Lombard — 3e, 7g
Maywood — 3e, 7g
Moline — 5eg
Mt. Prospect — 3e, 7g
Naperville — 6e, 7g
Niles — 3e, 7g
Normal — 4e, 7g
Northbrook — 3e, 7g, 8g
North Chicago — 3e, 8g
Oak Forest — 3e, 7g
Oak Lawn — 3e, 7g
Oak Park — 3e, 7g
Palatine — 3e, 7g
Park Forest — 3e, 7g
Park Ridge — 3e, 7g
Pekin — 1eg
Peoria — 1eg
Quincy — 2eg
Rock Island — 5eg
Rockford — 3e, 7g
Schaumburg — 3e, 7g
Skokie — 3e, 7g
Springfield — 10e, 1g
Tinley Park — 3e, 7g
Urbana — 4eg
Waukegan — 3e, 8g
Wheaton — 3e, 7g
Wilmette — 3e, 7g

1. Central Illinois Light Co.
   300 Liberty St., Peoria 61602
2. Central Illinois Public Service
   607 E. Adams St., Springfield 62701
3. Commonwealth Edison Co.
   One 1st Nat'l. Pl., Box 767, Chicago 60690
4. Illinois Power Co.
   500 S. 27th St., Decatur 62525
5. Iowa-Illinois Gas & Elec. Co.
   206 E. 2nd St., Box 4350, Davenport, IA 52808
6. Naperville Electrical Dept.
   175 W. Jackson Ave., Naperville 60566
7. Northern Illinois Gas Co.
   P.O. Box 190, Aurora 60507
8. North Shore Gas Co.
   122 S. Michigan Ave., Chicago 60603
9. Peoples Gas Light & Coke Co.
   122 S. Michigan Ave., Chicago 60603
10. Springfield Water, Lt. & Pwr. Dept.
    201 Municipal Bldg., Springfield 62757
11. Union Electric Co., 1901 Gratiot St.,
    St. Louis, MO 63103

Utilities serving cities under 25,000:

Southern Illinois Power Co-op
James R. Chapman, Mgr.
Rte. 4, Box 311, Marion 62959
618/964-1448

Soyland Power Co-op
Ed H. Williams, Gen. Mgr.
P.O. Box A-1606, Decatur 62525
217/423-8000

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,200	93,400
Clays (excl. fuller's earth)	228	846
Gem stones	NA	15
Peat	W	W
Sand & gravel:		
Construction	25,200	72,300
Industrial	4,100	55,000
Stone:		
Crushed	44,000	184,000
Dimension	2	117
Combined value of barite, cement (masonry), clays (fuller's earth), fluorspar, lead, lime, silver (1984), tripoli, zinc and values indicated by symbol W		74,423
Total 1985 (preliminary)		480,101

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Aurora	20	73	6618	733
Chicago	21	73	6455	740

Area Wage Survey

Average straight-time hourly earnings

	Davenport, Rock Island, Moline IA/IL 2/86	Chicago 3/86	St. Louis, MO/IL 3/85
Office, professional, & technical			
Payroll clerks .... $	9.36	8.45	7.71
Accounting clerks	8.81	7.88	7.53
File clerks	5.32	5.83	5.13
Typists	9.28	6.83	6.32
Key entry operators	9.28	7.35	6.34
Secretaries	11.66	10.10	8.97
Stenographers	NA	9.99	8.32
Switchbd opr-receptionists	6.27	6.82	5.82
Word processors	7.25	8.65	NA
Drafters	11.80	11.28	11.34
Electronics technicians	12.79	13.19	13.43
Computer operators	10.89	9.91	8.34
Computer programmers	12.34	13.65	12.07
Computer systems analysts	16.03	17.04	16.14
Maintenance & powerplant			
Carpenters	14.37	15.10	13.47
Electricians	14.92	14.60	14.34
Engineers, stationary	14.89	14.36	12.89
Machinists	14.27	13.75	14.77
Mechanics (machinery)	14.11	13.24	11.89
Tool & die makers	15.82	14.55	14.83
Custodial & material movement			
Guards	12.49	5.81	5.22
Janitors, porters, & cleaners	7.65	7.12	5.11
Laborers, mat'l handling	11.27	10.19	10.75
Shippers & receivers	NA	9.03	10.49
Truckdrivers	12.61	13.49	11.95
Forklift operators	11.79	10.31	11.06

Danville	26	75	5599	1009
Decatur	26	77	5453	1175
DeKalb	19	73	6703	767
Moline	20	75	6498	899
Peoria	22	75	6226	948
Quincy	24	77	5789	1120
Rockford	18	73	6952	714
Springfield	25	77	5654	1165
Urbana	25	75	5758	1019
Waukegan	20	72	6881	591

DEVELOPMENT COUNSELORS:

State Development Agency

Woelffer, Michael, Dir.
Illinois Dept. of Commerce & Community Affairs
620 E. Adams
Springfield, 62706
217/782-7500

Areas & Others

Aurora
Becker, Charles O., R.E. Mgr.
Northern Ill. Gas Co.
P.O. Box 190, 60507-0190
312/983-8888

Bloomington
Greuling, John E., Exec. Dir.
Chamber of Comm. & Econ. Dev. of the Bloomington - Normal Area
210 S. East St., 61701
309/829-6344

Champaign
Foote, Deane C., C.I.D., Pres.
Gtr. Urbana-Champaign Econ. Dev. Corp.
115 N. Neal St., Ste. 106
P.O. Box 1813, 61820
217/359-6257

Chicago
Kalb, F.E. "Skip," Jr., Dir., Ind. Dev.
The Atchinson, Topeka & Santa Fe Railroad Co.
80 East Jackson Blvd., 60604
312/347-2437

Stephens, Jack, Econ. Dev. Coord.
Commonwealth Edison
P.O. Box 767, 60690
312/294-3038

Decatur
Bayless, Jon W., Exec. Dir.
Decatur-Macon Cty. Econ. Fdtn.
100 Merchant St., 62523
217/422-2200

Harrisburg
Stanley, Bonita, Exec. Dir.
SE Ill. Reg. Plng. & Dev. Cmsn.
Ste. 207, Harrisburg Nat'l Bank Bldg., 62946
618/252-7463

Lawrenceville
Case, (Ms.) Michael C., Exec. Dir.
Lawrence Cty. Ind. Dev. Council
Court House, 62439
618/943-5219

Lewistown
Olson, Mary, Div.
Spoon River Mktg. Office
Econ. Dev. Corp. of Fulton Cty.
131 S. Main St., 61542
309/547-7363

North Chicago
Hauser, Theodore M.
Comm. Dev. & Plng. Dir.
City of North Chicago
1850 Lewis Ave., 60064
312/578-7755

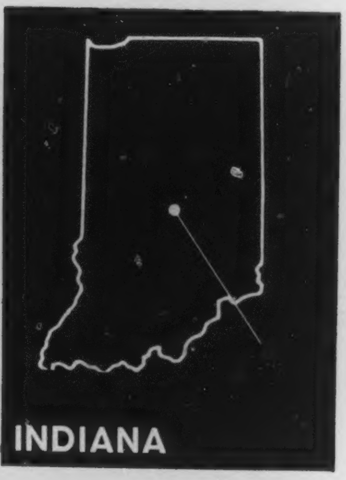
Oak Park
Kiebles, Conrad R., Exec. Dir.
Mid-Metro Econ. Dev. Group
714 W. Lake St., 60301
312/524-8770

Oglesby
Brandt, Helen M., Exec. V.P.
Northern Illinois Ind. Dev. Corp.
2578 E. 350th Rd., 61348
815/224-4833

Peoria
Ogden, Stan, Econ. Dev. Rep.
Central Ill. Light Co. (CILCO)
300 Liberty St., 61602
309/672-5015

Quincy
Director
Great River Econ. Dev. Fdtn.
314 Maine St., 62301
217/223-4313

Springfield
Thompson, Ray N., Ind. Svcs. Mgr.
Central Illinois Public Service Co.
607 E. Adams St., 62701
217/525-5241



STATE INFORMATION:

Financial assistance to industry:
- Bonds for mfg. facilities
- Aid for job training
- Enterprise Zones
- Tax abatement (graduated)
- Building mfg. machinery & equipment property tax abatement (graduated)
- Loan guarantee program
- Grants & loans for site development
- Venture Capital Corporation
- Corp. for Science & Technology
- Corp. for Innovation Development

Tax rates:
- Corporate income tax....... approx. 3%
- Personal income tax........................3%
- Personal property tax.....varies locally
- Sales tax...5%
- Franchise tax ....none
- Incorporation tax..........$30 minimum, $6 certification fee
- Inventory tax......average ⅓ of 50% of cost of inventory
- Gasoline tax............................$.14/gal.

Advanced education facilities:
- Four-year colleges & universities 60
- Two-year or junior colleges.................6
- Vocational & business schools......101

Medical facilities:
- Hospitals:
  - General medical.........................118
  - Spec. medical ....7 (3 fed.)
  - Mental facilities.............................11
  - Psychiatric 7

Labor analysis:
- Civilian labor force 2,830,600 (9/86)
- High-school grads........... 74,000 (1982)
- Mfg. workers in unions... 25.1% (1982)

For additional labor market information, contact Employ. Security Div., Research & Statistics Div., 10 N. Senate Ave., Indianapolis, IN 46204, 315/232-7722

- Ambulatory surgery units...........21
- Clinics..25

Environment controls:

Air & water pollution: State Board of Health, Health Bldg., 1330 W. Michigan, Indianapolis, IN 46202, 314/633-0700

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1986 —Thousands—
INDIANA	5,490.2	5,585.8
Anderson	64.7	61.0
Bloomington	51.6	52.4
Columbus	30.3	NA
East Chicago	39.8	37.4
Elkhart	41.3	44.3
Evansville	130.5	129.6
Fort Wayne	172.2	168.9
Gary	152.0	144.4
Hammond	93.7	90.3
Highland	25.9	NA
Indianapolis	700.8	713.7
Kokomo	47.8	46.2
Lafayette	43.0	43.7
Lawrence	25.6	NA
Marion	35.9	NA
Merrillville	27.7	NA
Michigan City	36.9	NA
Mishawaka	40.2	41.1
Muncie	77.2	74.9
New Albany	37.1	38.0
Portage	27.4	NA
Richmond	41.3	40.0
South Bend	109.7	107.5
Terre Haute	61.1	58.0

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1986 —Thousands—
Anderson	139.3	132.4
Bloomington	98.4	101.4

When Man Decided to Fly, He Came to Northern Indiana First

They called him the "crazy man in the dunes" because he believed man could fly. Still, Octave Chanute came to the shores of Lake Michigan in the late 1890's and conducted pioneering aviation research with gliders; experiments which led to the development of technology used by the Wright Brothers more than a decade later.

Octave Chanute had a dream, and he came to Northern Indiana to see it fulfilled. This area has the resources, the facilities and the know-how to help you realize the dreams you have for your business. Let Northern Indiana Public Service Company provide the information you need to make your relocation decisions. Call or write for a free Community Profile Packet.

Let Us Help You Get Your Ideas Off the Ground.

5265 Hohman Ave., Hammond, IN 46320 (219) 853-5237
Attention: Ed Bowles, Director Area Development

NIPSCO

Circle 53 on Brochure Service Card

Where applied technology works.

Fort Wayne, Indiana

Technology has become just as much a part of American industry as the people who apply it. Combining the two, however, is never easy.

Whether it's fear of losing a job or simply a fear of the unknown, there is a natural tendency for people to resist the changes technology can create. In Fort Wayne, however, we have discovered how well they can function together as a team.

Applied technology is when people and machines work together. Fort Wayne, Indiana is where it works.

To learn more about our area and how you can become a part of this growing center for applied technology, call or write us.

We're out to get more than just your attention. We're out to get your business.

Circle 54 on Brochure Service Card

Call or write: David G. Brown, Vice President Business and Industrial Development Group, at the Chamber.

THE CHAMBER
The Greater Fort Wayne Chamber of Commerce

The Greater Fort Wayne Chamber of Commerce
826 Ewing Street
Fort Wayne, Indiana 46802
219/424-1435

*Cincinnati, OH/KY/IN	1,401.4	1,405.7
Elkhart-Goshen	137.3	145.9
Evansville, IN/KY	276.0	285.4
Fort Wayne	354.0	357.3
*Gary-Hammond	642.8	643.1
Indianapolis	1,166.9	1,208.6
Kokomo	103.7	103.8
Lafayette	121.7	122.8
Louisville, KY/IN	957.0	971.0
Muncie	128.6	124.7
South Bend-Mishawaka	280.8	238.7
Terre Haute	176.6	134.2

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
INDIANA	597.7	41.2	10.65
Gary-Hammond	50.1	NA	NA
Indianapolis	105.8	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
INDIANA	2,833.5	181.8	6.4
Anderson	62.5	3.9	6.3
Elkhart-Goshen	92.1	4.0	4.4
Evansville	147.3	8.5	5.7
Fort Wayne	191.2	9.2	4.8
Gary-Hammond	269.9	35.7	13.2
Indianapolis	664.8	31.7	4.8
Lafayette	63.2	2.4	3.8
Muncie	58.4	3.9	6.6
South Bend-Mishawaka	127.5	6.9	5.4
Terre Haute	60.2	3.6	6.0

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	89.1	NA	NA
MANUFACTURING	610.3	40.9	10.71
DURABLE GOODS	443.9	40.9	11.12
Lumber & wood prods.-SIC 24	19.8	39.3	7.19
Furniture & fixtures-SIC 25	20.9	40.1	7.29
Stone, clay, & glass prods.-SIC 32	18.6	41.6	10.22
Primary metal industries-SIC 33	74.5	41.7	13.34
Fabricated metal products-SIC 34	55.2	41.3	9.85
Machinery, except electrical-SIC 35	64.9	41.5	10.94
Electrical & electronic equip.-SIC 36	86.2	40.9	11.39
Transportation equipment-SIC 37	81.7	40.4	12.50
Instruments & related prods.-SIC 38	12.6	39.5	9.12
Misc. mfg. inds.-SIC 39	9.7	40.6	8.01

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 4 (Muncie)
Bloomington 5, 8, 20
Columbus 4 (Bloomington)
East Chicago 1, 3, 6, 9, 12 (Chicago, IL)
Elkhart 4, 8, 16
Evansville 4, 5, 15, 19, 20, 23, 25, 30, 33, 37, 40
Fort Wayne 4, 11, 12, 16, 18, 22, 23, 32-34, 36, 39
Gary 2-4, 6, 9, 12 (Chicago, IL)
Hammond 1, 3-6, 9, 12 (Chicago, IL)
Indianapolis 2, 4, 5, 12, 17-23, 25-29, 31, 32, 34-36, 38-40
Kokomo 4, 12, 24
Lafayette 4, 5, 12, 20, 34
Marion 2, 4, 12, 19, 20, 30
Michigan City 2-4, 12 (South Bend)
Mishawaka 4, 7 (South Bend)
Muncie 2, 12, 20, 34
New Albany 2, 4, 5, 15 (Louisville, KY)
Richmond 2, 4, 12 (Dayton, OH)
South Bend 3, 4, 7, 12, 16, 20, 32, 33, 36, 39
Terre Haute 4, 5, 14, 20, 34

Railroads

1. Baltimore & Ohio Chicago Terminal
2. Chessie System Railroads
3. Chicago S. Shore & S. Bend R.R.
4. Conrail
5. CSX Transportation, Inc.
6. Elgin, Joliet & Eastern Railway Co.
7. Grand Trunk Western R.R. Co.
8. Illinois Central Gulf R.R. Co.
9. Indiana Harbor Belt R.R. Co.
10. Milwaukee Road
11. Norfolk Southern Corp.
12. Norfolk and Western Railway
13. Seaboard System Railroad
14. Soo Line Railroad
15. Southern Railway

Airlines

16. Air Wisconsin
17. Allegheny Commuter
18. American
19. American Eagle
20. Britt Airways
21. Continental
22. Delta
23. Delta Connection-Comair
24. Direct Air
25. Eastern
26. Florida Express
27. Midstate Airlines
28. Midway Airlines, Inc.
29. Ozark Air Lines
30. Ozark Midwest-Air Midwest
31. Pan American
32. Pan Am Express-Republic
33. Piedmont
34. Piedmont Commuter — Britt Airways
35. Presidential Airways
36. Republic
37. Republic Express — Express Airlines
38. TWA
39. United
40. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 1e, 3e, 4g
Bloomington — 9e, 4g
Columbus — 9e, 4g
East Chicago — 8eg
Elkhart — 3e, 8g
Evansville — 12eg
Fort Wayne — 3e, 8g
Gary — 8eg
Hammond — 8eg
Highland — 8eg
Indianapolis — 5e, 2g
Kokomo — 9e, 6g
Lafayette — 9e, 4g
Lawrence — 5e
Marion — 3e, 2g, 4g
Merrillville — 8eg
Michigan City — 8eg
Mishawaka — 3e, 7e, 8g
Muncie — 3e, 4g
New Albany — 9e, 4g
Portage — 8eg
Richmond — 3e, 11e, 10g
South Bend — 3e, 8g
Terre Haute — 9e, 13g

1. Anderson Mun. Lt. & Power Dept.
   550 Baxter Rd., Anderson 46011
2. Citizens Gas & Coke Utility
   2020 N. Meridian St., Indianapolis 46202-1306
3. Indiana & Michigan Elec. Co.
   One Summit Sq., Box 60, Ft. Wayne 46801
4. Indiana Gas Co.
   1630 N. Meridian St., Indianapolis 46202
5. Indianapolis Power & Light Co.
   25 Monument Circle, Box 1595-B
   Indianapolis 46206
6. Kokomo Gas & Fuel Co.
   900 E. Blvd., Kokomo 46902
7. Mishawaka Municipal Utilities
   126 N. Church St., Mishawaka 46544
8. Northern Indiana Public Service Co.
   5265 Hohman Ave., Hammond 46320
9. Public Service Co. of Indiana, Inc.
   1000 E. Main St., Plainfield 46168
10. Richmond Gas Corp.
    33 S. 7th St., Richmond 47374
11. Richmond Power & Light
    2000 U.S. 27 S., Box 908, Richmond 47374
12. Southern Indiana Gas & Elec. Co.
    20-24 N.W. 4th St., Evansville 47741
13. Terre Haute Gas Corp.
    632 Cherry St., Terre Haute 47807

Utilities serving cities under 25,000:

Hoosier Energy Rural Elec. Co-op, Inc.
Virgil E. Peterson, Mgr.
P.O. Box 908, Bloomington 47402
812/876-2021

INDIANA

Wabash Valley Power Assn.
Edward Martin, Gen. Mgr.
722 N. High School Rd.
Indianapolis 46224
317/247-1596

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. fire clay)	718	2,294
Gem stones	NA	1
Peat	52	W
Sand & gravel:		
Construction	18,600	55,800
Industrial	185	1,250
Stone:		
Crushed	26,000	94,000
Dimension	160	14,728
Combined value of abrasives, cement, gypsum, lime, clays (fire clay), and value indicated by symbol W		146,421
Total 1985 (preliminary)		314,494

* thousand short tons
W withheld to avoid disclosing company proprietary date

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Anderson	26	74	5884	890
Columbus	28	75	5509	964
Evansville	31	78	4729	1378
Fort Wayne	23	73	6320	786
Gary	23	74	6251	875
Indianapolis	26	75	5650	988
Kokomo	25	74	6035	962
Marion	24	73	6318	734
Richmond	26	73	5973	728
South Bend	23	73	6377	710
Terre Haute	26	76	5521	1049

DEVELOPMENT COUNSELORS:

State Development Agency

Ryan, Frank, Field Rep.
Indiana Dept. of Commerce
One N. Capital, Suite 700
Indianapolis, 46204
312/232-8911

Areas & Others

Anderson
Kamm, Bob
Anderson Corp. for Econ. Dev.
205 W. 11th P.O. Box 469, 46105
317/642-0264

Evansville
Vercauteren, Pat, Exec. V.P. & Gen. Mgr.
Metropolitan Evansville C. of C.
Old Post Office Pl., Ste. 202
100 N.W. Second St., 47708
812/425-8147

Fort Wayne
Brown, David G., Dir. V.P.
Gtr. Ft. Wayne C. of C.
826 Ewing St., 46802
219/424-1435

Hammond
Bowles, Edward H., Area Div. Dir.
Northern Indiana Public Service Co.
5265 Hohman Ave., 46320
219/853-5237

Indianapolis
Butler, Joseph, Pub. & Corp. Comm. Mgr.
Indianapolis Power & Light Co.
P.O. Box 1595B, 46206
317/261-8259
Mutz, John Lt. Gov., Dir.
Indiana Dept. of Commerce
One North Capitol, Ste. 700, 46204-2288
317/232-8888

New Castle
Bogue, Charles R., CID
New Castle/Henry Cty. Econ. Dev. Corp.
327 S. 14th St., 47362
317/529-4635

North Vernon
Hicks, Gregory F.
Jennings Cty. Econ. Dev.
Chamber of Commerce
44 Short St., 47265
812/346-2388

Plainfield
Zimmerman, Richard D., Econ. Dev. Mgr.
Public Service of Indiana
1000 East Main St., 46168
317/838-1204

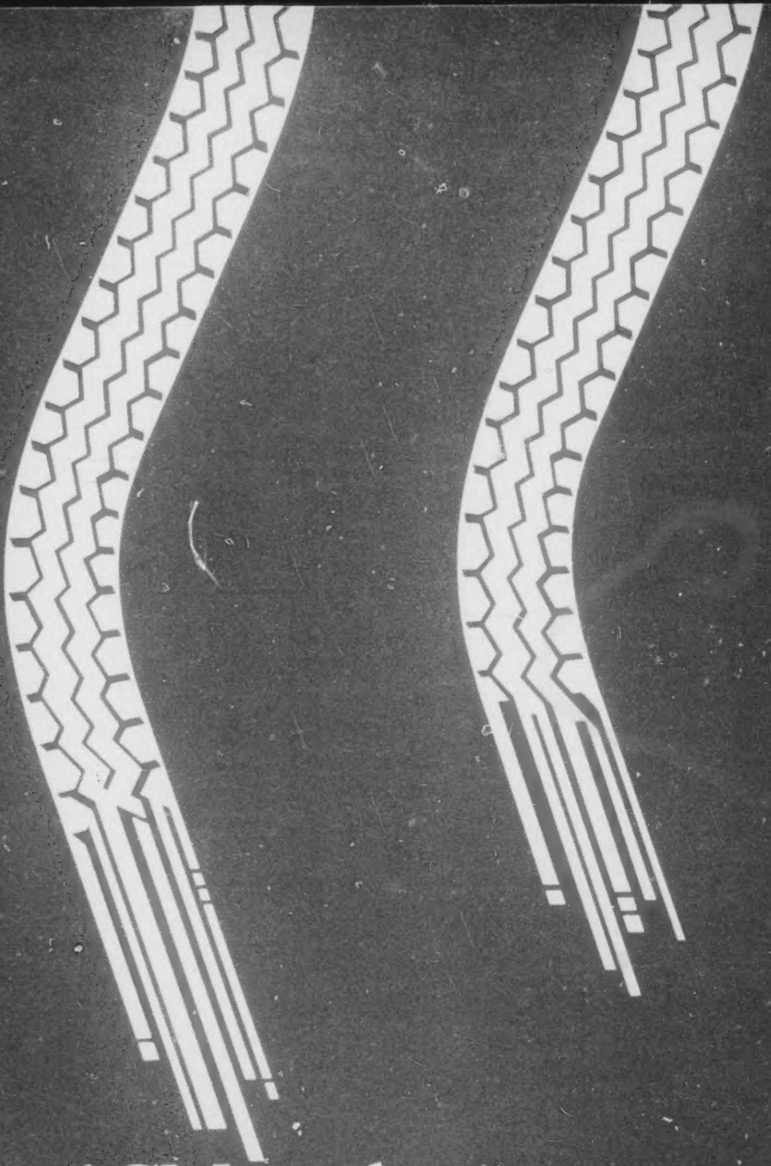
Richmond
McDermott, Bill, CID, Exec. Dir.
Richmond Econ. Growth & Dev.
50 N. Fifth St., 47374
317/983-7234

South Bend
McMahon, Patrick M., Dir.
Project Future
401 E. Colfax Ave., Ste. 310, 46634
219/234-6590

Area Wage Survey

Average straight-time hourly earnings

	Gary-Hammond-E. Chicago, IN 11/85	Indianapolis 10/86	South Bend 8/86	Louisville, KY/IN 11/85
Office, professional, & technical				
Payroll clerks $	10.15	8.59	7.30	7.67
Accounting clerks	9.70	7.14	6.73	7.34
File clerks	NA	4.86	5.16	5.21
Typists	8.27	6.23	NA	6.15
Key entry operators	9.68	6.56	6.33	6.25
Secretaries	10.21	9.81	9.41	9.31
Stenographers	NA	9.58	NA	NA
Switchbd opr-recep'st	5.96	5.89	6.23	6.27
Word processors	NA	7.59	6.20	NA
Drafters	11.60	12.23	9.51	12.16
Electronic technicians	14.33	12.26	11.96	10.14
Computer operators	10.66	8.96	8.15	8.56
Computer programmers	13.98	11.09	11.14	12.60
Computer systems analysts	16.27	16.32	15.20	16.20
Maintenance & powerplant				
Carpenters	13.20	14.46	10.89	12.60
Electricians	14.20	14.74	12.07	13.99
Engineers, stationary	13.09	14.22	NA	12.90
Machinists	14.14	13.23	11.27	13.25
Mechanics (machinery)	14.18	14.26	10.85	14.53
Tool & die makers	14.19	14.60	NA	NA
Custodial & material movement				
Guards	7.26	6.32	8.27	4.80
Janitors, porters, & cleaners	6.67	5.89	7.59	5.76
Laborers, material handling	6.20	11.65	11.82	8.96
Shippers & receivers	NA	7.97	9.70	8.28
Truckdrivers	12.42	12.47	9.90	10.83
Forklift operators	11.59	11.10	9.54	10.45



We helped GM accelerate.

WE CAN DO THE SAME FOR YOU.

General Motors started breaking ground on its $500 million truck assembly plant in Fort Wayne just two months after choosing the new location.

That's how geared up we are for new business. And that's why we offer creative financial and development incentives to assist business. With state support programs for investment capital. Infrastructure improvement. Tax incentives. Job training. Research and development assistance.

We also have all the resources that make a favorable business climate. One of the highest work ethics in the nation. High standards of living. Low taxes.

We could go on and on. With even more reasons why the Big Three—GM, Ford and Chrysler—have invested over three billion dollars in Indiana in the last three years alone.

If you're ready to get rolling, we can help you get started.

INDIANA

We'll help you make it

Call 317-232-8888.

Indiana Department of Commerce · Lt. Governor John Mutz, Director · One North Capitol, Suite 700 · Indianapolis, IN 46204-2288

Circle 55 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, machinery, & equipment
- Bonds for pollution control
- Complete job training
- Many financial services through local Community Growth Alliances & Economic Development Corporations

Tax rates:

Corporate income tax	NA*
Personal income tax	4.6%
Sales tax	4%
Incorporation fee	$35 min. initial filing fee; $15 annual report fee
Franchise fee	$0.5 mills per $1 of authorized capital stock initial fee
Inventory tax	NA*
Gasoline tax	$.15/gal.

*Eliminated by single business tax: 2.35% of tax base

Advanced education facilities:

Four-year colleges & universities	71
Two-year or junior colleges	29
Vocational & business schools	285

Medical facilities:

Hospitals	212
Clinics	NA

Labor analysis:

Civilian labor force	4,326,000 (4/86)
High school graduates	125,666

For additional labor market information, contact Employ. Security Commission, Dept. of Labor, 510 Boulevard Bldg., 7310 Woodward Ave., Detroit, MI 48202, 313/867-5000

Environment controls:

Air pollution: Robert Miller, Chief, Air Quality Div., Dept. of Natural Resources, P.O. Box 30028, Lansing, MI 48909, 517/373-7023

Water pollution: Delbert Rector, Deputy Dir., Environ. Protection Bureau, Dept. of Natural Resources, (same address as above) 517/373-7917

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
MICHIGAN	9,258.3	9,211.9
Allen Park	34.2	NA
Ann Arbor	107.3	106.6
Battle Creek	35.7	54.5
Bay City	41.6	39.5
Burton	30.0	NA
Dearborn	90.7	86.6
Dearborn Heights	67.7	62.6
Detroit	1,203.3	1,077.3
East Detroit	38.3	NA
East Lansing	48.3	47.0
Farmington Hills	58.1	65.3
Ferndale	26.2	NA
Flint	159.6	150.4
Garden City	35.6	NA
Grand Rapids	181.8	185.8
Highland Park	27.9	NA
Holland	26.3	29.0
Inkster	35.2	NA
Jackson	39.7	38.4
Kalamazoo	79.7	77.4
Kentwood	30.4	NA
Lansing	130.4	129.9
Lincoln Park	45.1	43.1
Livonia	104.8	100.0
Madison Heights	35.4	NA
Midland	37.3	38.2
Muskegon	40.8	39.5
Oak Park	31.5	NA
Pontiac	76.7	72.1
Port Huron	34.0	34.1
Portage	38.2	NA
Roseville	54.3	52.8
Royal Oak	70.9	68.0
Saginaw	77.5	75.4
St. Clair Shores	76.2	72.6
Southfield	75.6	74.9
Southgate	32.1	NA
Sterling Heights	109.0	111.8
Taylor	77.6	72.8
Troy	67.1	69.1
Warren	161.1	154.2
Westland	84.6	80.8
Wyandotte	34.0	NA
Wyoming	59.6	61.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MICHIGAN	965.6	41.5	12.68
Ann Arbor	36.7	43.0	13.78
Detroit	474.2	42.2	13.67
Flint	64.8	41.9	14.69
Grand Rapids	97.1	40.0	10.60
Kalamazoo	27.9	41.5	11.70
Lansing-East Lansing	37.8	40.1	13.16
Saginaw-Bay City-Midland	44.0	43.9	14.01

*preliminary figures for production workers

Unemployment

Major Market Areas (8/86)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MICHIGAN	4,411.5	347.4	7.9
Ann Arbor	147.8	6.8	4.6
Detroit	2,140.1	161.6	7.6
Flint	198.6	20.9	10.6
Grand Rapids	332.9	22.9	6.9
Kalamazoo	110.9	6.3	5.7
Lansing-East Lansing	228.1	14.9	6.5
Saginaw-Bay City-Midland	180.4	15.6	8.6

*preliminary figures

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
*Ann Arbor	264.7	271.7
Battle Creek	141.6	138.1
Benton Harbor	171.3	166.0
*Detroit	4,352.8	4,361.0
Flint	450.0	440.0
Grand Rapids	601.7	633.1
Jackson	151.5	148.0
Kalamazoo	212.4	216.9
Lansing-East Lansing	420.0	427.8
Muskegon	157.6	155.8
Saginaw-Bay City-Midland	422.0	416.9

*Primary Metropolitan Statistical Areas (PMSAs)

Area Wage Survey

Average straight-time hourly earnings

	Detroit 4/86	Saginaw 11/85
Office, professional, & technical		
Payroll clerks	$ 9.15	9.37
Accounting clerks	8.33	7.59
File clerks	5.43	4.80
Typists	6.89	NA
Key entry operators	7.10	8.43
Secretaries	11.90	11.51
Stenographers	11.01	NA
Switchbd opr-recept's	6.89	5.72
Word processors	8.62	NA
Drafters	13.80	NA
Electronics technicians	13.44	NA
Computer operators	10.70	9.46
Computer programmers	13.15	10.74
Computer systems analysts	17.08	15.00
Maintenance & powerplant		
Carpenters	14.91	NA
Electricians	15.04	NA
Engineers, stationary	14.53	NA
Machinists	13.85	NA
Mechanics (machinery)	15.29	NA
Tool & die makers	15.47	NA
Custodial & material movement		
Guards	6.99	8.85
Janitors, porters, & cleaners	7.81	6.02
Laborers, material handling	11.33	NA
Shippers & receivers	11.71	10.03
Truckdrivers	12.81	11.64
Forklift operators	12.98	NA

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	98.7	NA	NA
MANUFACTURING	984.1	43.1	12.64
DURABLE GOODS	770.3	43.5	13.20
Lumber & wood prods.-SIC 24	12.2	37.5	7.98
Furniture & fixtures-SIC 25	25.7	41.3	9.59
Stone, clay, & glass prods.-SIC 32	18.0	NA	NA
Primary metal industries-SIC 33	51.7	42.2	12.13
Fabricated metal products-SIC 34	120.5	42.9	12.56
Machinery, except electrical-SIC 35	131.9	43.3	12.59
Electrical & electronic equip.-SIC 36	35.8	40.9	10.62
Transportation equipment-SIC 37	353.2	44.8	14.81
Instruments & related prods.-SIC 38	14.0	NA	NA
Misc. mfg. industries-SIC 39	7.3	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Detroit.

Allen Park 5, 7 (D)
Ann Arbor 2, 8 (D)
Battle Creek 2, 5, 9
Bay City 1, 4, 5 (Saginaw)
Burton 5 (Flint)
Dearborn 1, 2, 5, 7 (D)
Dearborn Heights (D)
Detroit 1-3, 5, 6, 10, 12-20, 22-40
East Detroit 5 (D)
East Lansing 1, 5 (Lansing)
Ferndale 5 (D)
Flint 1, 5, 11, 25, 30, 35
Garden City (D)
Grand Rapids 1, 2, 5, 10, 11, 21, 24, 28, 30, 34, 35, 39, 40
Highland Park 1, 2, 5, 7 (D)
Holland 1 (Grand Rapids)
Inkster 2 (D)
Jackson 2, 35
Kalamazoo 2, 5, 9, 11, 28, 30, 34
Kentwood (Grand Rapids)
Lansing 1, 2, 5, 11, 25, 30, 35, 39
Lincoln Park 2 (D)
Livonia 1 (D)
Madison Heights (D)
Midland 1, 5 (Saginaw)
Muskegon 1, 5, 9, 21, 35
Oak Park (D)
Pontiac 5 (D)
Port Huron 1, 5 (Sarnia, Ont.)
Portage 2 (Kalamazoo)
Roseville (D)
Royal Oak 5 (D)
Saginaw 1, 5, 11, 28, 34, 35, 39
St. Clair Shores (D)
Southfield (D)
Southgate (D)
Sterling Heights (D)
Taylor 5, 7 (D)
Troy (D)
Warren 2 (D)
Westland (D)
Wyandotte 5 (D)
Wyoming 1, 2 (Grand Rapids)

Railroads

1. Chessie Systems Railroads
2. Conrail
3. CP Rail
4. Detroit & Mackinac Railway Co.
5. Grand Trunk Western R.R. Co.
6. Norfolk Southern Corp.
7. Norfolk and Western Railway
8. Tuscola & Saginaw Bay Rwy. Co.

Airlines

9. Air Wisconsin
10. American
11. American Eagle
12. BAS Airlines
13. Braniff
14. British Airways
15. Continental
16. Delta
17. Delta Connection-Comair
18. Eastern
19. Icelandair
20. Jet America Airlines
21. Midstate Airlines
22. Midway Airlines
23. New York Air
24. Northwest
25. Northwest Airlink-Fischer Bros.
26. Ozark Air Lines
27. Pan American
28. Pan Am. Express-Republic
29. People Express
30. Piedmont
31. Piedmont Commuter-Britt Airways
32. Piedmont Commuter-Jetstream Intl.
33. Presidential Airways
34. Republic
35. Republic Express-Simmons
36. Sabena
37. Skycraft Air Trans.
38. TWA
39. United
40. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Allen Park — 4e, 9g
Ann Arbor — 4e, 8g
Battle Creek — 3e, 1g
Bay City — 2e, 3eg
Burton — 3g
Dearborn — 4e, 8g
Dearborn Heights — 4e, 8g
Detroit — 4e, 5e, 8g
East Detroit — 4e, 3g
East Lansing — 3eg, 7e
Farmington Hills — 4e, 3g
Ferndale — 4e, 3g
Flint — 3eg
Garden City — 4e, 3g
Grand Rapids — 3e, 8g
Highland Park — 4e
Holland — 6e, 10g
Inkster — 4e
Jackson — 3eg
Kalamazoo — 3eg
Kentwood — 3e
Lansing — 7e, 3g
Lincoln Park — 4e
Livonia — 4e, 3g
Madison Heights — 4e, 3g
Midland — 3eg
Muskegon — 3e, 8g
Oak Park — 4e, 3g
Pontiac — 3eg
Portage — 3eg
Port Huron — 4e, 11g
Roseville — 4e, 3g
Royal Oak — 4e, 3g
Saginaw — 3eg
St. Clair Shores — 4e, 3g
Southfield — 4e, 3g
Southgate — 4e
Sterling Heights — 4e, 3g
Taylor — 4e
Troy — 4e, 3g
Warren — 4e, 3g
Westland — 4e, 3g
Wyandotte — 12e
Wyoming — 3e

1. Battle Creek Gas Co.
   23 E. Michigan Mall, Battle Creek 49016
2. Bay City Electric Lt. & Power
   900 S. Water St., Bay City 48708
3. Consumers Power Co.
   212 W. Michigan Ave., Jackson 49201
4. Detroit Edison Co.
   2000 Second Ave., Detroit 48226
5. Detroit Public Lighting Dept.
   9449 Grinnell Ave., Detroit 48213
6. Holland Board of Pub. Works
   268 River Ave., Holland 49423
7. Lansing Bd. of Water and Lt.
   123 W. Ottawa St., Box 13007
   Lansing 48901
8. Michigan Consolidated Gas Co.
   500 Griswold, Detroit 48226
9. Michigan Gas Utilities Co.
   899 S. Telegraph Rd., Monroe 48161
10. Michigan Power Co.
    100 S. Main St., Box 367, Three Rivers 49093
11. Southeastern MI Gas Co.
    405 Water St., Port Huron 48060
12. Wyandotte Munic. Service Cmsn.
    3005 Biddle Ave., Wyandotte 48193

Utility serving cities under 25,000:

Wolverine Power Supply Co-op
Raymond R. Cristell, Mgr.
P.O. Box 369, Boyne City 49712
616/582-6572

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,394	5,275
Gem stones	NA	15
Gypsum	1,539	12,774
Iron ore (usable)— thou. long tons, gross wt.	12,325	W
Lime	541	25,835
Peat	215	4,866
Salt	1,500	95,900
Sand & gravel:		
Construction	38,200	85,200
Industrial	3,100	34,000

Stone:		
Crushed	30,700	96,100
Dimension	2	112
Combined value of bromine, calcium chloride, cement, gold (1985), iodine, iron oxide pigments (crude), magnesium compounds, and values indicated by symbol W		1,037,651
Total 1985 (preliminary)		1,397,728

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ann Arbor	24	73	6346	723
Battle Creek	22	72	6723	599
Detroit	23	72	6563	615
Flint	21	70	7068	456
Grand Rapids	22	71	6927	570
Holland	24	71	6569	587
Jackson	22	72	6833	609
Kalamazoo	24	73	6281	751
Lansing	22	71	6987	530
Midland	22	72	6847	555
Muskegon	23	70	6925	451
Pontiac	22	72	6658	636
Port Huron	24	72	6611	621
Saginau	21	71	7103	501
Ypsilanti	24	73	6479	706

DEVELOPMENT COUNSELORS:

State Development Agency

Vigmostad, Trygve, Dir.
Bus. Dev. Division/Michigan Dept. of Commerce
P.O. Box 30225, Lansing, 48909
517/373-3530

Areas & Others

Ann Arbor

Ammann, Michael S., Exec. Dir.
Washtenaw Dev. Council
3135 S. State St.
Suite 300, 48104
313/761-9317

Bay City

Konicek, Richard R., Exec. Dir.
Forward Bay County, Inc.
301 Washington Ave., 48706
517/893-5596

Detroit

Foytek, Don
Detroit Edison
2000 Second Ave., 48226
313/237-8921

Pryor, Jack, C.I.D., V.P.
Detroit Econ. Growth Corp.
Suite 600, First Nat'l Bldg., 48226
313/963-2940

Grand Rapids

Krupp, Charles C., C.I.D.
City of Grand Rapids
Economic Development Office
300 Monroe Avenue, N.W., 49503
616/456-3167

Howell

Thompson, James R., Exec. Dir.
Livingston Cty, Econ. Dev. Office, Inc.
611 E. Grand River, Ste. 309, 48843
517/546-0822

Jackson

O'Neill, John F., C.I.D., Dir.
Jackson Cty. Dept. of Econ. Dev.
120 W. Michigan Ave., Rm. 500, 49201
517/788-4330

Surbrook, Richard R., Econ. Dev. Dir.
Consumers Power Co.
212 W. Michigan Ave., 49201
517/788-0345

Kincheloe

Laubernds, William L., Pres.
Econ. Dev. Corp. of Chippewa Cty.
Chippewa Cty. Int'l Airport
Bldg. 119, 49788
906/495-5631

Pontiac

Kaczmarek, Jeffrey A., Bus. Dev. Mgr.
Oakland Cty. Econ. Dev. Group
1200 N. Telegraph Rd., 48053
313/858-0732

Saginaw

Breen, Jerry, Dir.
Area Growth Alliance
Saginaw Area Growth Alliance
124 S. Jefferson, Sixth Fl., 48607
517/790-5438

STATE INFORMATION:

Financial assistance to industry:

- Tax exempt bonds for land, building, & equipment
- Aid for job training
- Guarantees for land, buildings, machinery, & equipment
- Low-interest direct loans for land, buildings, equip., & machinery
- Taxable revenue bonds for air, noise, & water pollution control equipment

Tax rates:

Corporate franchise tax......the greater of 5.1% on first $25,000 OH income plus 9.2% on OH income above $25,000, or 5.82 mills of net worth. Min. fee is $50. Corps. that pay tax on net income are subject to 5.4% surtax.

Personal income tax............graduated .855% to 8.550%

Sales Tax.......................5% (state rate)

Incorporation tax.....based on number of authorized shares. Min. fee is $75.

Inventory tax............32% of true value times millage rate of local taxing district

Gasoline tax.............................$.12/gal.

Advanced education facilities:

Four-year colleges & universities:
14 state four-year colleges (incl. 2 med. schools) & 13 branch campuses
71 private universities/colleges

Two-year or junior colleges...............24
Vocational..58

Medical facilities:

Hospitals..210
Clinics...NA

Labor analysis:

Civilian labor force.... 5,266,000 (11/86)
High school graduates.............123,474

For additional labor market information, contact Bureau of Employ. Services, 145 S. Front St., Columbus, OH 43216, 614/481-5783

Environment controls:

Air pollution: Ms. Patricia Walling, Ohio Environ. Protection Agency, Office of Air Pollution Control, P.O. Box 1049, Columbus, 43216, 614/466-6116

Water pollution: Andrew Turner, Ohio Environ. Protection Agency, Div. of Water Pollution Control, (same address as above), 614/466-7427

Robert S. McEwen, Ohio Environ. Protection Agency, Div. of Public Water Supply, (same address as above), 614/466-8307

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
OHIO	10,797.4	10,836.0
Akron	237.2	224.5
Alliance	24.3	NA
Barberton	29.8	28.1
Beaver Creek	31.6	NA
Bowling Green	25.7	25.8
Brook Park	26.2	NA
Brunswick	27.7	NA
Canton	94.7	89.7
Cincinnati	385.5	367.5
Cleveland	573.8	546.2
Cleveland Heights	56.4	56.8
Columbus	564.9	568.6
Cuyahoga Falls	43.7	42.1
Dayton	203.6	180.4
East Cleveland	37.0	NA
Elyria	57.5	57.8
Euclid	60.0	57.6
Fairborn	29.7	NA
Fairfield	30.8	NA
Findlay	35.6	NA
Garfield Heights	33.4	NA
Hamilton	63.2	64.3
Kent	26.2	28.5
Kettering	61.2	59.9
Lakewood	62.0	60.2
Lancaster	35.0	36.6
Lima	47.4	47.6
Lorain	75.4	73.2
Mansfield	53.9	52.5
Maple Heights	29.7	NA
Marion	37.0	NA

There's only one place to look for every advantage you need.

Greater Cincinnati...where all the favorable factors come together. Labor, sites, taxes, transportation, marketing and supply all create one of the most advantageous positions of any major city in the eighties.

The advantage of a proven labor force.

The Tri-State's great diversity of industry has stimulated the development of a multiplicity of skills among the labor force. Productivity consistently surpasses the national average.

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Energy. Low prices and adequate supplies.

Electric and gas rates in Greater Cincinnati are well below the national average, and your energy needs will be met efficiently and reliably for years to come.

3 states. And a world of opportunity.

Transportation. The four-way advantage.

You'll find an international airport, rail, low-cost waterway shipping on the Ohio and Licking Rivers, and 150 common and specialized carriers serving the Greater Cincinnati commercial truck zone.

The advantages of marketing and supply.

There's proximity to raw materials and markets. Over 50% of the nation's population is within 500 miles.

Greater Cincinnati is an area that invites comparison. Once you have seen the alternatives, you will see the advantage...the Greater Cincinnati Advantage.

For our brochure, "The Greater Cincinnati Advantage," call or write:

The Area Development Section
The Cincinnati Gas & Electric Co.
and subsidiary companies
139 East Fourth St.
Cincinnati, OH 45202
Telephone 513-632-2595

Discover the Greater Cincinnati Advantage.

Circle 56 on Brochure Service Card

OHIO

Massillon	30.6	31.2
Mentor	42.1	43.6
Middletown	43.7	44.3
Newark	41.2	41.6
North Olmsted	36.5	NA
Norwood	26.3	NA
Parma	92.5	91.8
Portsmouth	25.9	NA
Sandusky	31.4	NA
Shaker Heights	32.5	NA
South Euclid	25.7	NA
Springfield	72.6	69.3
Steubenville	26.4	NA
Stow	25.3	NA
Strongsville	28.6	NA
Toledo	354.6	342.6
Upper Arlington	35.6	NA
Warren	56.6	54.0
Youngstown	115.4	106.6
Zanesville	28.7	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
*Akron	660.3	648.4
Canton	404.4	409.5
*Cincinnati, OH/KY/IN	1,401.4	1,405.7
*Cleveland	1,898.7	1,873.4
Columbus	1,244.0	1,288.9
Dayton-Springfield	942.0	927.5
*Hamilton-Middletown	258.8	273.6
Huntington-Ashland, WV/KY/OH	336.0	339.8
Lima	154.8	157.4
*Lorain-Elyria	274.9	273.8
Mansfield	131.2	130.9
Parkersburg-Marietta, WV/OH	162.8	159.0
Steubenville-Weirton, OH/WV	163.1	156.5
Toledo	617.0	617.9
Wheeling, WV/OH	185.6	181.9
Youngstown-Warren	531.4	516.2

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
OHIO	1,097.2	42.0	11.50
Akron	65.4	43.5	11.25
Cincinnati	149.2	42.2	10.73
Cleveland	203.0	42.2	11.42
Columbus	104.9	41.0	11.32
Dayton-Springfield	104.4	42.5	11.97
Toledo	63.2	42.2	12.29

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OHIO	5,254.6	422.3	8.0
Akron	322.6	24.7	7.7
Cincinnati	731.3	46.4	6.3
Cleveland	941.4	72.4	7.7
Columbus	684.1	41.5	6.1
Dayton-Springfield	458.3	30.4	6.6
Toledo	304.5	26.8	8.8

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	154.1	38.4	15.25
MANUFACTURING	1,123.1	42.0	11.38
DURABLE GOODS	769.1	42.3	11.81
Lumber & wood prods.-SIC 24	16.9	40.1	7.44
Furniture & fixtures-SIC 25	14.6	39.9	8.13
Stone, clay, & glass prods.-SIC 32	50.4	41.6	10.44
Primary metal industries-SIC 33	102.7	41.8	13.13
Fabricated metal products-SIC 34	138.9	42.1	11.69
Machinery, except electrical-SIC 35	166.2	42.5	11.19
Electrical & electronic equip.-SIC 36	90.5	40.8	10.62
Transportation equipment-SIC 37	151.7	44.8	14.18
Instruments & related prods.-SIC 38	23.0	40.5	8.71

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Cleveland.

Akron 1, 2, 7, 13, 18, 21, 22, 32, 34, 38, 41
Barberton 1, 2, 7 (Akron)
Bowling Green 2 (Toledo)
Brook Park (C)
Brunswick (C)
Canton 1, 2, 7 (Akron)
Cincinnati 1-7, 14, 17, 19-21, 24-26, 31-34, 38, 40-42
Cleveland 1, 2, 5-7, 11, 14, 15, 19-22, 25-35, 37-42
Cleveland Heights (C)
Columbus 1, 2, 5-7, 14, 16, 18, 20-22, 24, 25, 29, 32, 33, 35, 38-42
Cuyahoga Falls 1, 2 (Akron)
Dayton 1, 2, 14, 16, 18, 20, 21, 25, 32-36, 38, 40-42
East Cleveland (C)
Elyria 1, 2 (C)
Euclid 2, 7 (C)
Fairborn 2 (Dayton)
Fairfield (Cincinnati)
Findlay 2, 7 (Toledo)
Garfield Heights (C)
Hamilton 1, 7 (Cincinnati)
Kent 1, 2, 7 (Akron)
Kettering (Dayton)
Lakewood (C)
Lancaster 1 (Columbus)
Lima 1, 4, 7, 10 (Dayton)

Selecting a new site?

Come to the point!

The exclamation point is an official part of our city's name. It tells you a lot about our enthusiastic, take-charge spirit. In addition, Hamilton also offers tax incentives, economical city-owned utilities, a strategic location, and workers of proven skill and dependability.

Call 513-868-5855,
or write Patrick Landi,
Development Director,
20 High St.
Hamilton! Ohio 45011.

Hamilton! Ohio

We earned our exclamation point!

Circle 57 on Brochure Service Card

Lorain 1, 2, 7 (C)
Mansfield 1, 2, 23, 29
Maple Heights (C)
Marion 1, 2, 7 (23 through Galion)
Massillon 1, 2, 7 (Akron)
Mentor 2, 7 (C)
Middletown 1, 2 (Dayton)
Newark 1, 2 (Columbus)
North Olmstead (C)
Norwood 1, 2, 7 (Cincinnati)
Parma 1 (C)
Portsmouth 1, 7 (Huntington, WV)
Sandusky 2, 7 (C)
Shaker Heights (C)
South Euclid (C)
Springfield 2, 4 (Dayton)
Steubenville 2, 7 (Pittsburgh, PA)
Stow (Akron)
Strongsville 1 (C)
Toledo 1, 2, 4, 6, 7, 12, 18, 20, 21, 34, 39-42
Upper Arlington (Columbus)
Warren 1, 2 (Youngstown)
Youngstown 1, 2, 8, 13, 15, 36, 39, 41
Zanesville 1, 7 (Columbus)

Railroads

1. Chessie System Railroads
2. Conrail
3. CSX Transportation, Inc.
4. Grand Trunk Western R.R. Co.
5. Illinois Central Gulf Railroad
6. Norfolk Southern Corp.
7. Norfolk and Western Railway
8. Pittsburgh & Lake Erie R.R. Co.
9. Seaboard System Railroad
10. Spencerville & Elgin R.R. Co.

Airlines

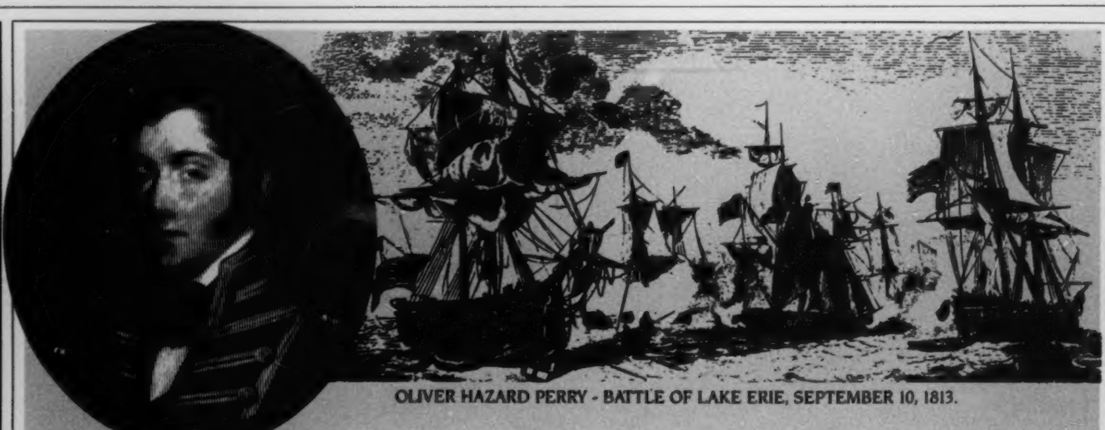
11. Air Ontario
12. Air Wisconsin
13. Allegheny Commuter
14. American
15. BAS Airlines
16. Christman Air System
17. Comair
18. Commuter Express
19. Continental
20. Delta
21. Delta Connection-Comair
22. Eastern
23. Fisher Bros. Aviation
24. Florida Express
25. Midstate Airlines
26. Midway Airlines
27. New York Air
28. Northwest
29. Northwest Airlink-Fischer Bros.
30. Ozark Air Lines
31. Pan American
32. Pan Am Express-Republic
33. People Express
34. Piedmont
35. Piedmont Commuter-Britt Airways
36. Piedmont Commuter-Jetstream Intl.
37. Presidential Airways
38. Republic
39. Republic Express-Simmons
40. TWA
41. United
42. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Akron — 14e, 10g
Barberton — 14e, 10g
Beaver Creek — 9eg
Bowling Green — 1e, 5g
Brook Park — 3e, 10g
Brunswick — 14e, 5g
Canton — 15e, 10g
Cincinnati — 2eg
Cleveland — 3e, 4e, 10g
Cleveland Heights — 3e, 10g
Columbus — 6e, 7e, 5g
Cuyahoga Falls — 8e, 10g
Dayton — 9eg, 17g
East Cleveland — 3e, 10g
Elyria — 14e, 5g
Euclid — 3e, 10g
Fairborn — 9eg, 14e
Fairfield — 2eg
Findlay — 15e, 5g
Garfield Heights — 3e, 10g
Hamilton — 11eg
Kent — 14e, 10g
Kettering — 9eg
Lakewood — 3e, 10g
Lancaster — 15e, 12g
Lima — 15e, 18g
Lorain — 14e, 5g
Mansfield — 14e, 5g



OLIVER HAZARD PERRY - BATTLE OF LAKE ERIE, SEPTEMBER 10, 1813.

"We have met the enemy and they are ours."

Commodore Perry got here in time to defeat the British fleet in western Lake Erie. You can get to a strategic location in Northwest Ohio to handle your competition. The Second Industrial Revolution is under way. Northwest Ohio can be your ally.

"Just in Time" delivery – access to the very heart of U.S. manufacturing

Well-trained support – a workforce noted for high quality and productivity

Power in reserve – Toledo Edison's generating capacity supports your growth.

Toledo Edison's Area Development professionals have scouted the area. They know the lay of the land.

Contact Don Dick, Director of Area Development, Toledo Edison Company, 300 Madison Avenue, Toledo, Ohio 43652 (419) 249-5045.

TOLEDO EDISON

Toledo Edison and Cleveland Electric Illuminating Company, serving Northern Ohio

Circle 58 on Brochure Service Card

OHIO

Maple Heights — 3e, 10g
Marion — 14e, 5g
Massillon — 14e, 10g
Mentor — 3e, 10g
Middletown — 2eg
Newark — 15e, 5g, 13g
North Olmsted — 3e, 10g
Norwood — 2eg
Parma — 3e, 5g
Portsmouth — 15e, 5g
Sandusky — 14e, 5g
Shaker Heights — 3e, 10g
South Euclid — 3e, 10g
Springfield — 14e, 5g
Steubenville — 15e, 5g
Stow — 14e, 10g
Strongsville — 3e, 5g
Toledo — 16e, 5g
Upper Arlington — 6e, 5g
Warren — 14e, 10g
Youngstown — 14e, 10g
Zanesville — 15e, 5g, 13g

1. Bowling Green Electric Dept.
   304 N. Church, Box 388, Bowling Green 43402
2. Cincinnati Gas & Electric Co.
   139 E. 4th St., Cincinnati 45202
3. Cleveland Elec. Illum. Co.
   55 Public Sq., Cleveland 44101
4. Cleveland Public Power
   1201 Lakeside Ave., Cleveland 44114
5. Columbia Gas of Ohio, Inc.
   200 Civic Center Dr., Columbus 43216
6. Columbus and S. Ohio Elec. Co.
   215 N. Front St., Columbus 43215
7. Columbus Elec. Div.
   90 W. Broad St., Columbus 43215
8. Cuyahoga Falls Elec. System
   2550 Bailey Rd., Cuyahoga Falls 44221
9. Dayton Power & Light Co.
   Courthouse Plaza S.W., Box 1247
   Dayton 45401
10. East Ohio Gas Co.
    1717 E. 9th St., Cleveland 44114
11. Hamilton Dept. of Public Utilities
    20 High St., Hamilton 45011
12. Lancaster Municipal Gas Co.
    1507 E. Main St., Lancaster 43130
13. National Gas & Oil Corp.
    1500 Granville Rd., Newark 43055
14. Ohio Edison Co.
    76 S. Main St., Akron 44308-1890
15. Ohio Power Co.
    301 Cleveland Ave. S.W., Canton 44702
16. Toledo Edison Co.
    300 Madison Ave., Toledo 43652
17. Union Light, Heat & Power Co.
    139 E. 4th St., Cincinnati 45202
18. West Ohio Gas Co.
    319 W. Market St., Lima 45801

Utility serving cities under 25,000:

Buckeye Power, Inc.
Robert Cleveland, Pres.
P.O. Box 26036, Columbus 43226
614/846-5757

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Akron	25	72	6241	625
Canton	25	72	6241	625
Cincinnati	30	76	4950	1159
Cleveland	26	72	6178	612
Columbus	27	74	5686	862
Dayton	27	75	5689	947
Findlay	24	73	6262	755
Hamilton	30	75	5052	1059
Lancaster	27	73	5803	832
Lima	26	74	5910	849
Mansfield	25	72	6249	652
Newark	27	73	5686	780
Portsmouth	32	76	4702	1137
Sandusky	26	74	6016	821
Steubenville	28	73	5587	762
Toledo	23	72	6570	622
Warren	26	71	6241	579
Xenia	28	73	5559	800
Youngstown	24	70	6560	485

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,800	84,500
Masonry	115	9,450
Clays	2,190	11,122
Gem Stones	NA	10
Lime	1,850	93,525
Peat	5	170
Sand & gravel:		
Construction	33,000	108,200
Industrial	1,530	21,200
Stone:		
Crushed	35,300	127,000
Dimension	75	4,625
Combined value of abrasives, gypsum, and salt		110,424
Total 1985 (preliminary)		570,226

* thousand short tons

Area Wage Survey

Average straight-time hourly earnings

	Cincinnati, OH KY/IN 7/86	Cleveland 9/86	Columbus 10/86	Dayton 12/85	Toledo OH/MI 6/86
Office, professional, & technical					
Payroll clerks $	8.28	7.52	7.84	7.13	8.53
Accounting clerks	7.56	7.62	6.89	6.94	7.94
File clerks	5.47	5.16	4.96	6.58	5.25
Typists	7.08	7.32	6.86	7.58	7.96
Key entry operators	7.73	6.85	6.39	6.46	7.04
Secretaries	9.58	9.39	8.99	8.99	10.35
Stenographers	9.10	9.40	NA	9.08	10.13
Switchbd opr-receptionists	6.77	6.41	6.35	6.04	6.51
Word processors	7.67	8.21	7.19	NA	8.01
Drafters	10.89	10.51	10.36	11.25	10.33
Electronic technicians	10.90	10.91	11.49	11.01	13.13
Computer operators	9.43	8.92	9.03	8.71	9.13
Computer programmers (business)	12.44	13.73	12.08	12.49	12.04
Computer systems analysts	15.71	16.24	16.82	15.44	15.61
Maintenance & powerplant					
Carpenters	12.79	14.95	NA	14.33	NA
Electricians	13.26	14.19	13.69	14.68	14.31
Engineers, stationary	12.85	12.77	13.08	14.69	14.09
Machinists	12.49	12.97	12.35	11.58	14.18
Mechanics (machinery)	11.94	13.37	12.40	13.83	14.27
Tool & die makers	13.91	14.21	14.88	15.03	14.12
Custodial & material movement					
Guards	4.72	4.79	4.97	6.49	12.12
Janitors, porters, & cleaners	5.67	6.39	5.00	7.17	7.08
Laborers, material handling	10.28	9.33	9.83	8.79	12.35
Shippers & receivers	9.53	9.15	8.40	9.19	9.29
Truckdrivers	11.22	11.04	11.80	10.51	12.25
Forklift operators	10.61	11.37	9.71	11.53	11.40

DEVELOPMENT COUNSELORS:

State Development Agency

Pawlicki, Clarence D., Dir.
Ohio Dept. of Dev.
State Office Tower
30 E. Broad St.
Columbus, 43216
614/466-2480

Areas & Others

Akron
Easley, James P., Bus. Dev. Dir.
Ohio Edison Company
76 So. Main St., 18th Fl., 44308
216/384-5829

Canton
Gahris, James C., Econ. Dev. Mgr.
Ohio Power Company
301 Cleveland, SW, 44701
216/438-7842
Theriault, Ronald L., Pres.
Stark Dev. Board
800 Savannah Ave. NE, 44704
216/453-5900

Cincinnati
Fisch, John B.
Mgr.-Customer Activities
Cincinnati Gas & Elec. Co.
P.O. Box 960, Rm. 1015(M), 45201
513/632-2503

Cleveland
Evans, Gary, C.I.D. Econ. Dev. Mgr.
East Ohio Gas Co.
P.O. Box 5759, 44101
216/348-5444
Vosmik, George L., Dir. Econ. Dev.
Cleveland Electric Illuminating Co.
P.O. Box 5000 Illuminating Bldg.
55 Public Sq., 44101
216/622-9800

Columbus
Kelley, Steven R., Econ. Res. & Dev. Dir.
Columbus Area Chamber of Comm.
37 N. High St., 43215
Line, Jr., M.F., Dir. of Econ. Dev.
Columbia Gas Dist. Cos.
200 Civic Center Dr.
P.O. Box 117, 43216-0117
614/460-6256
Lowry, Andy
American Electric Power
1 Riverside Plz., 43215
614/223-2720
Patterson, F.E. "Pat"
Ind. & Comm. Dev. Dir.
Buckeye Power, Inc.
6677 Busch Blvd., P.O. Box 26036
43226-0036
614/846-5757
Snyder, William B., Econ. Dev. Mgr.
Columbus & S. Ohio Elec. Co.
215 N. Front St., 43215
614/464-7388

Dayton
Appel, Arnold A., Area Dev. Dir.
Dayton Power & Light Co.
Courthouse Plz. S.W.
P.O. Box 1247, 45401
513/224-5930

Hamilton
Landi, Patrick, Dev. Dir.
Hamilton Ohio Comm. Dev. Dept.
20 High St., 45011
513/868-5855

Jefferson
Wright, Eber L., Exec. Dir.
Ashtabula Cty. Econ. Dev. Council, Inc.
P.O. Box 262, 44047
216/576-6816

Lima
Bassitt, William L., Pres.
Lima Cty. Econ. Dev. Council
Ste. 1205, Tower Bank Bldg., 45801
419/228-1880

Mentor
Lane, Elaine, Econ. Dev. Coord.
Community Dev., City of Mentor
8500 Civic Center Blvd., 44060
216/255-1100

Tiffin
Hopkins, Christine D., Pres.
Seneca Ind. & Econ. Dev. Corp.
62 S. Washington St., 44883
419/448-9717

Toledo
Dick, Donald F., Area Dev. Dir.
Toledo Edison Co.
300 Madison Ave., Edison Plz., 43652
419/249-5045

STATE INFORMATION:

Financial assistance to industry:
- Industrial revenue bonds for buildings, land, equipment & machinery, & pollution abatement
- Customized labor training funds
- Technology development fund
- Business development loans

Tax rates:
Corporate income tax....................7.9%
Personal income tax...........5.0%-7.9%
Rates reduced in 1985. Top rate now 7.9% on net income over $40,000 when filing jointly or more, tax brackets indexed to account for inflation
Sales tax..5%
Property tax (state average).. $21.71/M
All inventories exempt. Machinery and equipment used in production exempt. Waste treatment facilities exempt.
Incorporation tax...................... $1.25/M
Francise tax........ $10 annual filing fee
Inventory tax.................................none
Gasoline tax.......................... $.165/gal.

Advanced education facilities:
Four-year colleges & universities 44
Two-year or junior colleges...............14
Vocational & business schools........40

Medical facilities:
Hospitals...144
Clinics..NA

Labor analysis:
Civilian labor force..... 2,374,000 (1985)
High school graduates 1,093,000 (1980)

For additional labor market information, contact Dept. of Industry, Labor & Human Relations, P.O. Box 7903, Madison, WI 53707, 608/266-7034

Environment controls:

Air & water pollution: Permits Coordinator, Dept. of Natural Resources, P.O. Box 7921, Madison, WI 53707, 608/266-9256

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
WISCONSIN	4,705.3	4,818.0
Appleton	56.0	62.7
Beloit	35.2	34.1
Brookfield	34.0	NA
Eau Claire	51.5	54.6
Fond du Lac	35.9	NA
Green Bay	87.9	90.9
Greenfield	31.5	NA
Janesville	51.1	51.9
Kenosha	77.7	76.2
La Crosse	48.3	48.2
Madison	170.6	172.9
Manitowoc	32.5	NA
Menomonee Falls	27.8	NA
Milwaukee	636.2	613.6
New Berlin	30.5	NA
Oshkosh	49.7	50.3
Racine	85.7	83.3
Sheboygan	48.1	47.3
Superior	29.6	28.1
Waukesha	50.3	52.8
Wausau	32.4	32.3
Wauwatosa	51.3	50.3
West Allis	64.0	64.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Appleton-Oshkosh-Neenah	291.3	300.8
Duluth, MN/WI	266.7	258.3
Eau Claire	130.5	137.8

WISCONSIN		
Green Bay	175.3	183.2
Janesville-Beloit	139.4	139.5
*Kenosha	123.1	122.5
La Crosse	91.1	93.6
Madison	323.5	336.7
*Milwaukee	1,397.1	1,401.0
Minneapolis-St. Paul, MN/WI	2,137.0	2,254.5
*Racine	173.1	174.2
Sheboygan	100.9	101.6
Wausau	111.3	114.9

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
WISCONSIN		
528.9	41.2	10.18
Appleton-Oshkosh		
50.7	42.7	10.00
Eau Claire		
10.1	41.1	10.60
Green Bay		
25.7	42.0	10.64
Janesville-Beloit		
14.7	38.4	11.11
Kenosha		
11.0	NA	NA
La Crosse		
10.9	38.1	9.28
Madison		
21.7	40.9	9.69
Milwaukee		
170.0	40.9	11.61
Racine		
23.1	40.8	10.78
Sheboygan		
18.6	NA	NA
Wausau		
11.7	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unumployed Thousands	Unemployment Percent
WISCONSIN		
2,428.8	149.9	6.2
Appleton-Oshkosh-Neenah		
162.5	9.4	5.8
Eau Claire		
67.5	3.8	5.6
Green Bay		
101.7	5.4	5.3
Janesville-Beloit		
69.4	9.0	13.0
Kenosha		
51.6	5.1	9.9
La Crosse		
50.7	2.5	4.9
Madison		
207.3	8.5	4.1
Milwaukee		
719.2	42.0	5.8
Racine		
84.7	6.6	7.8
Sheboygan		
54.6	2.9	5.3
Wausau		
57.0	3.5	6.1

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Appleton 3, 9, 12, 21, 26
Beloit 3, 6 (Rockford, IL)
Brookfield 6 (Milwaukee)
Eau Claire 3, 6, 20, 26
Fond du Lac 3, 6 (Oshkosh)
Green Bay 3, 6, 9, 11, 20, 25, 26, 28, 29
Greenfield 6 (Milwaukee)
Janesville 3, 6 (Rockford, IL)
Kenosha 3 (Milwaukee)
La Crosse 1, 3, 6, 9, 19, 20, 26
Madison 3, 6, 9, 11, 16, 20-22, 24-26, 28
Manitowoc 2, 3, 6, 17
Menomonee Falls (Milwaukee)
Milwaukee 3-6, 9-11, 13-16, 18, 19, 21, 22, 24-29
New Berlin 3 (Milwaukee)
Oshkosh 3, 6, 9
Racine 3, 6 (Milwaukee)
Sheboygan 3 (Green Bay)
Superior 1, 3, 6, 8 (Duluth, MN)
Waukesha 3, 6 (Milwaukee)
Wausau 3, 6 (9, 19, 20, 23, 26 through Central Wisconsin)
Wauwatosa 3, 6 (Milwaukee)
West Allis 3, 6 (Milwaukee)

Area Wage Survey

Average straight-time hourly earnings

	Green Bay 8/86	Milwaukee 5/86	Minneapolis-St. Paul-MN/WI 1/86
Office, professional, & technical			
Payroll clerks $	7.94	7.93	8.30
Accounting clerks	7.66	7.57	7.61
File clerks	NA	6.18	5.44
Typists	NA	7.41	6.41
Key entry operators	6.47	7.58	7.11
Secretaries	8.80	9.28	9.15
Stenographers	NA	9.69	9.72
Switchbd opr-recept's	5.65	6.32	6.74
Word processors	5.85	8.18	7.95
Drafters	NA	10.95	10.75
Electronics technicians	NA	12.11	12.31
Computer operators	8.84	10.23	9.00
Computer programmers (business)	10.62	12.85	12.50
Computer systems analysts	12.81	16.76	16.14
Maintenance & powerplant			
Carpenters	NA	13.80	14.30
Electricians	13.65	14.80	15.61
Engineers, stationary	NA	13.40	13.07
Machinists	13.12	15.80	14.57
Mechanics (machinery)	12.99	13.80	12.52
Tool & die makers	NA	14.68	14.59
Custodial & material movement			
Guards	NA	5.21	5.97
Janitors, porters, & cleaners	5.34	4.89	6.38
Laborers, mat'l handling	9.44	10.60	10.39
Shippers & receivers	9.23	9.54	9.35
Truckdrivers	11.52	11.40	12.86
Forklift operators	10.64	11.38	11.52

Railroads

1. Burlington Northern R.R. Co.
2. Chessie System Railroads
3. Chicago & North Western Trans. Co.
4. Grand Trunk Western R.R. Co.
5. Milwaukee Road
6. Soo Line Railroad Co.
7. Escanaba & Lake Superior R.R. Co.
8. Illinois Central Gulf Railroad

Airlines

9. Air Wisconsin
10. American
11. American Eagle
12. Britt Airways
13. Continental
14. Delta Connection-Comair
15. Eastern
16. Frontier Airlines
17. Great Lakes Link-Alliance
18. Jet America Airlines
19. Midstate Airlines
20. Midway Airlines-Chicago Airlines
21. Midwest Express
22. Northwest
23. Northwest Airlink-Mesaba Aviation
24. Ozark Air Lines
25. Pan Am Express-Republic
26. Republic
27. TWA
28. United
29. USAir

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	62.8	NA	NA
MANUFACTURING	514.8	41.1	10.26
DURABLE GOODS	315.4	41.2	10.56
Lumber & wood prods.-SIC 24	22.6	41.3	7.61
Furniture & fixtures-SIC 25	9.8	41.3	7.50
Stone, clay, & glass prods.-SIC 32	7.8	42.4	9.50
Primary metal industries-SIC 33	19.3	41.5	9.94
Fabricated metal products-SIC 34	51.4	40.2	10.18
Machinery, except electrical-SIC 35	100.1	42.0	11.62
Electrical & electronic equip.-SIC 36	50.1	40.0	9.99
Transportation equipment-SIC 37	32.8	41.9	13.90
Instruments & related prods.-SIC 38	11.4	39.5	8.92
Misc. mfg. industries-SIC 39	10.1	NA	NA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Appleton — 6e, 9g
Beloit — 10eg, 4g
Brookfield — 6e, 8g, 9g
Eau Claire — 3eg
Fond du Lac — 10eg
Green Bay — 11eg
Greenfield — 6e, 8g, 9g
Janesville — 10eg
Kenosha — 6e, 9g
La Crosse — 3eg
Madison — 1eg, 10g
Manitowoc — 2e, 7g
Menomonee Falls — 6e, 8g
Milwaukee — 6e, 8g, 9g
New Berlin — 6e, 9g
Oshkosh — 11eg
Racine — 6e, 9g
Sheboygan — 10e, 11g
Superior — 5eg
Waukesha — 6e, 9g
Wausau — 11e, 7g
Wauwatosa — 6e, 8g
West Allis — 6e, 8g

1. Madison Gas & Elec. Co.
   133 S. Blair St., Box 1231, Madison 53701
2. Manitowoc Public Utilities
   1303 S. 8th St., Manitowoc 54220
3. Northern States Power Co. (Wisc.)
   100 N. Barstow St., Eau Claire 54701
4. S. Beloit Water, Gas & Electric Co.
   Box 629, Beloit 53511
5. Superior Water, Light & Power Co.
   1230 Tower Ave., Superior 54880
6. Wisconsin Elec. Power Co.
   231 W. Michigan St., Box 2046, Milwaukee 53201
7. Wisconsin Fuel & Light Co.
   402 N. 10th St., Box 768, Manitowoc 54220
8. Wisconsin Gas Co.
   626 E. Wisconsin Ave., Milwaukee 53202
9. Wisconsin Natural Gas Co.
   233 Lake Ave., Racine 53401
10. Wisconsin Power & Light Co.
    222 W. Washington Ave., Box 192, Madison 53701
11. Wisconsin Public Service Corp
    700 N. Adams St., Box 19001, Green Bay 54307

Utility serving cities under 25,000:

Dairyland Power Co-op
James W. Taylor, Gen. Mgr.
P.O. Box 817, LaCrosse 54602
608/788-4000

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan	Temp. F. Jul	Degree Days Heating	Degree Days Cooling
Appleton	15	71	7728	515
Beloit	20	74	6611	791
Eau Clair	10	71	8463	472
Fond Du Lac	16	71	7568	521
Green Bay	14	70	8143	381
La Crosse	14	73	7540	683
Madison	16	71	7642	467
Manitowoc	18	70	7517	388
Milwaukee	19	71	7326	470
Oshkosh	15	71	7692	523
Racine	20	72	6919	591
Sheboygan	20	71	7232	428
Superior	9	66	9378	192
Waukesha	18	72	7194	570
Wausau	11	69	8565	371

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Lime	335	16,701
Peat	10	W
Sand & gravel:		
Construction	17,000	38,000
Industrial	1,100	12,500
Stone:		
Crushed	16,300	46,400
Dimension	27	3,139
Combined value of abrasives, cement, and values indicated by symbol W		6,181
Total 1985 (preliminary)		122,921

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Maur, Bruno, Sec'y
Wisconsin Dept. of Dev.
123 W. Washington Ave.
P.O. Box 7970
9th Fl., Loraine Bldg.
Madison, 53707
608/266-1018

Areas & Others

Eau Claire
Carlson, Craig W., Exec. Dir.
Eau Claire Cty. Ind. Dev. Corp.
307 S. Farwell St., 54701
715/834-0070

Fond du Lac
Zeller, John L., Coord.
Fond du Lac Area Econ. Auth.
207 N. Main St.
P.O. Box 1303, 54935-6903
414/929-2928

Janesville
Director
Rock City E.D.A.
P.O. Box 1975, 53547
608/755-2087

Kenosha
Bechler, John, Dir.
Office of Kenosha Area Econ. Dev.
812 56th St., 53141
414/654-2167

Madison
Borden, Edith, CID, Econ. Dev. Cons.
Grassman, Victor A., Econ. Dev. Cons.
Wisconsin Dept. of Dev.
123 Washington Ave., 53707
608/266-7531
608/266-0563

Racine
Venturelli, Kathleen, Exec. Dir.
Racine Cty. Econ. Dev. Corp.
5802 Washington Ave. 53406
414/886-1156

Wausau
Luce, Roger Allen, Exec. Dir.
Marathon Cty. Econ. Dev. Council
P.O. Box 569, 427 4th St., 54401
715/845-6231

EAST SOUTH CENTRAL

- ALABAMA
- KENTUCKY
- MISSISSIPPI
- TENNESSEE

Regional Review

The East South Central region has a mixed report for 1986. Job growth in the region was up 2.2%, versus the national average of 1.3%, and new business incorporations were up 2.1%. However, overall unemployment was 8.7% as of Sept. 1986, while it was 6.4% nationally.

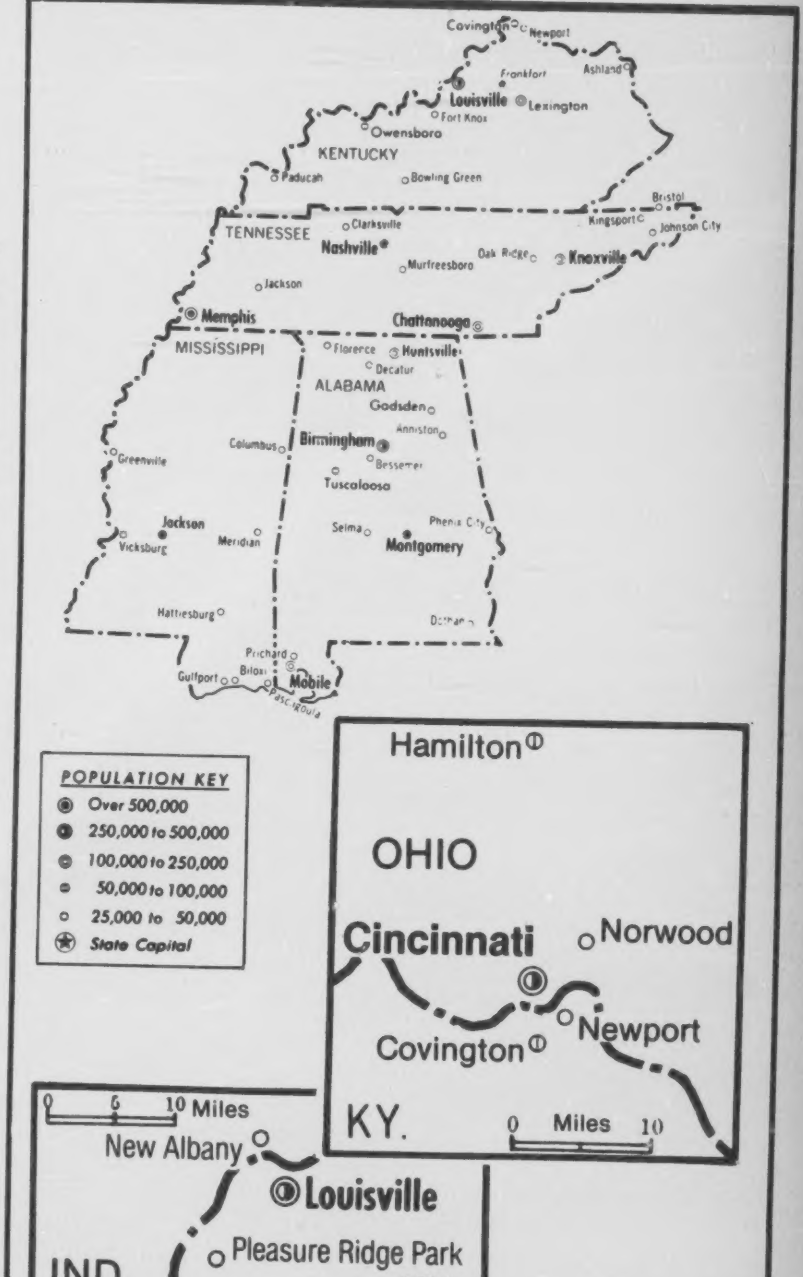
According to a study conducted by Ameritrust/SRI entitled *Indicators of Economic Capacity*, "On most of the accessible technology and skilled and adaptable labor force indicators, [the region] ranks at or near the bottom compared with other U.S. regions. The region ranks somewhat higher on selected capital availability indicators, but overall it scores very low on these measures also."

However, the Grant Thornton study entitled *General Manufacturing Climates* was more optimistic in its assessment of the Southeast (which it defines as the East South Central region as well as Florida, North Carolina, Georgia, South Carolina, and Virginia): "Overall, the region is making progress, both economically and in quality of life. The immediate focus must be on rural areas that have not yet fully enjoyed the benefits of change. The process of forging the new South continues."

Summaries of each state follow.

Alabama. "Diversification has been the key to attracting an increasingly wide range of industries, particularly those in the advanced technology and service industries. The Alabama Development Office...has successfully nurtured a high level of public-private cooperation in the areas of financing, training, and relocation efforts." This is according to Jamie "Red" Etheredge, director of the Alabama Development Office.

The above-mentioned public-private



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cooperation assisted in bringing the following new businesses to the state in 1986: LaserVideo, which brings 400 new jobs to Huntsville; Reincorp International, which brings 250 new jobs to Washington County; Flavor House Products, which brings 200 new jobs to Dothan; and Tappan Company and B. K. Foods, which bring 100 and 60 jobs respectively to Gadsden.

Kentucky. Kentucky Commerce Cabinet officials feel the state is entering into a job-boom period. Job growth increased 8.51% from 1982 to 1986 and 97,900 new jobs were available. 1,180 new companies started up during that period—a 2.05% business birth rate. And, while unemployment was 8.2% in Sept. 1985, it had fallen to 7.0% by Sept. 1986.

In Dec. 1985 Toyota Motor Company of Japan announced it would locate a plant in Georgetown. The $800-million facility will employ up to 3,000 workers. This has encouraged other new businesses and contributes to the Commerce Cabinet's optimism.

Standard & Poor's gave the state a AA rating in 1986, and Moody's rated it Aa.

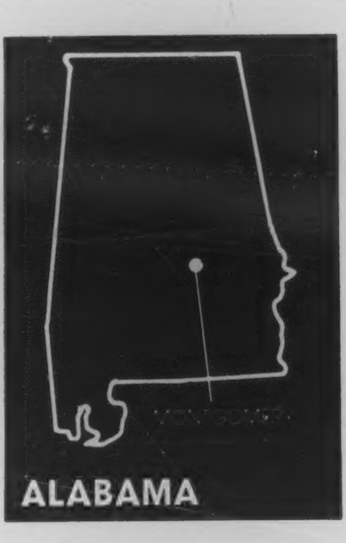
Mississippi. Despite economic damage from the national agriculture crisis and oil glut, Mississippi still received a 10th-place ranking in Grant Thornton's study. According to the study, manufacturing wages are the lowest in the country at $6.95 an hour, as opposed to the national average of $9.02. In addition, the maximum workers' compensation insurance payment is the nation's lowest: $126.00 per week versus $288.75 nationally.

The Economic Development Department reports the following new businesses to the state in 1986: Bonhomme Shirtmakers Ltd., 560 jobs, Decatur; American Tissue Corp., 400 jobs, Natchez; Crown Cork & Seal, 250 jobs, Batesville; and Southeastern Specialty Foods, 250 jobs, Ellisville.

Tennessee. Manufacturing is the primary industry in Tennessee, but, as with most of the country, its hold on the state's economy is diminishing. In 1981, 28.9% of nonagricultural workers were employed by manufacturing industries; in 1985, it was down to 26.3%. The second-largest industry is wholesale and retail trade, which has grown 15% since 1981. The industry that has grown the most since 1981 is services, which is up 18%.

Legislation in 1986 in the state included the initiation of a venture capital program effective July 1, 1986. The purpose of the program is to create new jobs within economically depressed counties through private-investor financing.

Tennessee was ranked 13th in Grant Thornton's study. It received a first-place rating for its state and local tax rate of $92.58 per $1,000 of personal income. The national average is $115.58 per $1,000 of personal income. ☐



STATE INFORMATION:

Financial assistance to industry:

Tax incentives:

- Business inventory exempt from all taxes
- Franchise tax exemption
- Property tax exemptions
- Certain other local tax exemptions
- Ad valorem tax exemptions for up to 10 years may be granted

Bond financing for buildings, land, & equip.
Bond financing for pollution control
Site grant programs
Block grant programs
Aid for job training (Job Training Partnership Program)
Sales tax exemptions on building materials & equip. financed by industrial development bonds
Free employee training through AIDT

Tax rates:

Corporate income tax .... 5% (after fed. tax deduction)
Personal income tax graduated to 5%
Sales tax .... 4% (auto, mining, mfg., & farm equip. 1 ½%)
General property tax .....assessment value for ind. property set at 20% fair market. State levies 6½ mills on assessed value; county & municipal rates vary (exempt if I.D. bond financed)
Corporate organization tax ....$45 filing articles, $100 merger for domestic. $70 + .1% of employed capital over $1,000 for foreign
Franchise tax (if not exempt)..........$10 per $1000 for capital stock for domestic. $3 per $1000 of book value of capital employed in Ala. for foreign
Inventory tax .... none
Gasoline tax .... $.11/gal.

Advanced educational facilities:

Four-year colleges & universities	29 (+ 5 branch campuses)
Two-year or junior colleges	27
Vocational technical colleges	28 (public)

Medical facilities (licensed):

Hospitals (acute care)	137
Nursing homes	219
Domicillary medical	99
Maternity homes	3
Cerebral palsy	2
Rehabilitation clinics	11
Abortion clinics	9
Renal disease clinics	23
HMOs	8
Independent clinical labs	92
Surgical centers	13

Labor analysis:

Civilian labor force...... 1,897,900 (7/86)

For additional labor market information, contact Dept. of Ind. Relations, 649 Monroe St., Montgomery, AL 36130, 205/261-5420

Environment controls:

Air & water pollution: Mr. Leigh Pegues, Dir., Dept. of Environ. Mgt. (one-stop permitting), 1751 Federal Dr., Montgomery, AL 36130, 205/271-7700

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
ALABAMA	3,890.1	4,079.8
Anniston	29.5	30.6
Auburn	28.5	NA
Bessemer	31.7	31.5
Birmingham	284.4	283.5
Decatur	42.0	44.1
Dothan	48.8	54.7
Florence	37.0	37.3
Gadsden	47.6	47.3
Huntsville	142.5	151.4
Mobile	200.5	207.6
Montgomery	178.2	189.3
Phenix City	26.9	NA
Prichard	39.5	NA
Selma	26.7	NA
Tuscaloosa	75.1	75.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Anniston	116.9	125.7
Birmingham	884.0	922.1
Columbus, GA/AL	239.2	242.8
Dothan	122.4	128.5
Florence	135.0	141.0
Gadsden	103.1	105.2
Huntsville	197.0	213.1

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Birmingham, AL 35291,
(205) 250-2534.

Alabama Power

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Mobile	442.8	473.8
Montgomery	272.7	293.9
Tuscaloosa	137.5	144.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALABAMA	350.9	41.1	8.56
Birmingham	50.5	40.8	8.42
Mobile	24.2	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALABAMA	1,893.1	190.8	10.1
Birmingham	445.0	40.0	9.0
Huntsville	126.7	10.2	8.1
Mobile	213.6	22.9	10.7
Montgomery	132.2	10.0	7.6
Tuscaloosa	68.4	5.7	8.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Huntsville 2/86
Office, professional, & technical	
Payroll clerks $	6.93
Accounting clerks	6.53
File clerks	NA
Typists 1	5.36
Key entry operators	7.59
Secretaries	8.74
Switchbd opr-recept's	6.10
Word processors	7.51
Drafters	8.68
Electronic technicians	10.06
Computer operators	7.60
Computer programmers	11.95
Computer systems analysts	18.15
Maintenance & powerplant	
Carpenters	11.28
Electricians	14.44
Engineers, stationary	NA
Machinists	11.75
Mechanics (machinery)	13.46
Tool & die makers	13.82
Custodial & material movement	
Guards	5.58
Janitors, porters, & cleaners	4.87
Laborers, mat'd hdlg	9.37
Shippers & receivers	7.94
Truckdrivers	8.32
Forklift operators	8.21

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	71.1	NA	NA
MANUFACTURING	356.5	40.8	8.48
DURABLE GOODS	174.8	41.5	8.96
Lumber & wood prods.-SIC 24	29.2	41.8	6.60
Stone, clay, & glass prods.-SIC 32	9.0	44.0	8.91
Primary metal industries-SIC 33	26.5	40.8	11.45
Fabricated metal products-SIC 34	22.7	40.7	8.12
Machinery, except electrical-SIC 35	19.7	41.3	8.55
Electrical & electronic equip.-SIC 36	22.7	40.6	7.99
Transportation equipment-SIC 37	26.6	42.7	12.63

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anniston 2, 6, 12
Auburn 2 (Columbus, GA)
Bessemer 2, 6 (Birmingham)
Birmingham 1, 2, 4-8, 10, 11, 13, 15-17, 19, 20
Decatur 2, 6 (Huntsville)
Dothan 2, 6, 12-14
Florence 2, 6 (12, 21, 22 through Muscle Shoals)
Gadsden 2, 7, 10, 12
Huntsville 2, 6-8, 10, 12-14, 17, 19
Mobile 1-8, 10, 11, 13, 17, 18
Montgomery 1, 4, 6, 7, 9-12, 14, 17
Phenix City 6 (Columbus, GA)
Prichard 4 (Mobile)
Selma 2, 6 (Montgomery)
Tuscaloosa 3, 4, 9, 12

Railroads

1. Burlington Northern R.R. Co.
2. CSX Transportation, Inc.
3. Gulf and Mississippi Railroad
4. Illinois Central Gulf R.R. Co.
5. Norfolk Southern Corp.
6. Southern Railway

Airlines

7. Air New Orleans
8. American
9. American Eagle
10. Continental Commuter-Air New Orleans
11. Delta
12. Delta Connection-Atlantic Southeast
13. Eastern
14. Eastern Metro Express
15. Florida Express
16. People Express
17. Republic
18. Royale Airlines
19. United
20. USAir
21. Atlantic Southeast
22. Republic Express-Express Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anniston — 2e, 1g
Auburn — 2e, 1g
Bessemer — 4e, 1g
Birmingham — 2e, 1g
Decatur — 5eg
Dothan — 6e
Florence — 7eg
Gadsden — 2e, 1g
Huntsville — 9eg
Mobile — 2e, 10g
Montgomery — 2e, 1g
Phenix City — 2e, 11g
Prichard — 2e, 10g
Selma — 2e, 1g
Tuscaloosa — 2e, 1g

1. Alabama Gas Corp.
   1918 First Ave. N., Birmingham
   35295
2. Alabama Power Co.
   600 N. 18th St., Box 2641,
   Birmingham 35291
3. Alabama-Tennessee Natural Gas Co.
   P.O. Box 918, Florence 35631
4. Bessemer Electric Service
   P.O. Box 846, Bessemer 35021
5. Decatur Utilities
   P.O. Box 2232, Decatur 35602
6. Dothan Electric Dept.
   126 N. St. Andrews St., Box 2128
   Dothan 36302
7. Florence Electricity (Gas) Dept.
   110 W. College, Box 877 (Box 1023),
   Florence 35631
8. Hardin County Gas Co.
   P.O. Box 357, Florence 35630
9. Huntsville Utilities
   P.O. Box 2048, Huntsville 35804
10. Mobile Gas Service Corp.
    2828 Dauphin St., Mobile 36606
11. Phenix City Dept. of Public Utilities
    1119 Broad St., P.O. Drawer 760
    Phenix City 36868
12. Southeast Alabama Gas Dist.
    U.S. Hwy. 29 N., Andalusia 36420

Utility serving cities under 25,000:

Cullman Elec. Co-op
Odie Johnson, Interim Mgr.
P.O. Box 1527, Cullman 35056
205/734-6511

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Birmingham	42	80	2943	1891
Gadsden	41	79	3160	1671
Huntsville	40	79	3279	1708
Mobile	51	82	1695	2643
Montgomery	47	82	2277	2274
Selma	48	82	2040	2433
Tuscaloosa	44	81	2675	2102

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement		
Portland	3,700	173,500
Masonry	250	17,100
Clays (excl. bentonite)	1,802	29,619
Gem stones	NA	1
Lime	1,210	52,138
Sand & gravel:		
Construction	11,500	32,400
Industrial	455	4,200
Stone:		
Crushed	26,400	123,400
Dimension	9	2,634
Combined value of bauxite, clays (bentonite), and salt		11,020
Total 1985 (preliminary)		446,012

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Etheredge, Jamie, Dir.
Scogin, Darlene, Asst. Dir.
Alabama Dev. Off.
State Capitol
Montgomery, 36130
205/263-0048

Areas & Others

Andalusia
Dir., Ind. Dev.
Alabama Electric Co-op, Inc.
P.O. Box 550, 36420
205/222-2571

Anniston
Todt, Tom, Mktg. Mgr.
Calhoun Cty. C. of C.
P.O. Box 1087, 36202
205/237-3536

Birmingham
Cohick, Larry D., Exec. V.P.
Birmingham Metro Dev. Board
600 Commerce Center
2027 First Ave., North, 35203
205/328-3047

McArthur, Charlton B., Ind. Dev. V.P.
Alabama Power Co.
P.O. Box 2641, 35291
205/250-2534

Rumbarger, David, Ind. Eng.
Alabama Gas Corp.
1918 First Ave., N., 35295
205/326-8117

Butler
Otto, Phil, Exec. Dir.
Butler-Choctaw Cty. Chamber of Comm.
P.O. Box 180, 36904
205/459-4168

Dothan
Hubbard, J. Dale, C.I.D., Pres.
Dothan-Houston Cty. Chamber of Comm.
P. O. Box 638, 36302
205/792-5138

Gadsden
McCain, Michael B., Exec. Dir.
Gadsden-Etowah Cty. Ind. Dev. Auth.
P.O. Box 271, 35902
205/543-9423

Huntsville
Nerren, Guy B., C.I.D., Pres. & Gen. Mgr.
Chamber of Comm. of Huntsville-Madison Cty., Inc.
P.O. Box 408, 35804
205/533-4141

Mobile
Garner, Jay A., V.P.
Economic Development Dept.
Mobile Area Chamber of Comm.
P.O. Box 2187, 36652
205/433-6951

Montgomery
George, Randall L., C.I.D.,
Gen. Mgr. & Econ. Dev. Dir.
Montgomery Chamber of Comm.
P.O. Box 79, 36101
205/834-5200

Tuscaloosa
Hays, Don, Exec. Dir.
Tuscaloosa Cty. Ind. Dev. Auth.
P.O. Box 2667, 35403
204/349-1414

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- Barge service on the Chattahoochee River, 9' x 100' channel
- Industrial bonds
- Frequent air service to Atlanta
- Four year college
- Community college
- 44,000,000 people within 500 miles
- Regional medical facilities, 3 hospitals w/600 beds
- Climate:
  Average Jan. Low 34.6
  Average July High 90.2

Dothan/Houston County Chamber Of Commerce
J. Dale Hubbard, C.I.D., President
300 N. Foster St., P.O. Box 638, Dothan, AL 36302
(205) 792 5138

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STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, land, equipment, mfrs. distribution centers, pollution control, coal conversion, transportation & minerals processing facilities, agribusiness facilities, & site development
- Recruiting, testing, & job placement services

Tax rates:

Corporate income tax	3.0%-7.25%
Personal income tax	2%-6%
Sales tax	5%
Incorp. tax	$0.002 to $.01 per share
Franchise tax	$0.0021
Inventory tax	$.001 per $100 ($.001 per $100 + local on finished goods only)
Gasoline tax	14% of wholesale prices

Advanced education facilities:

Four-year colleges & universities	24
Two-year or junior colleges	18
Public vocational schools	89

Medical facilities

Hospitals	120
Clinics	NA

Labor analysis:

Civilian labor force	1,695,600 (1985 Avg.)
High school graduates	38,500 (5/85)

For additional labor market information, contact Dept. for Employ. Services, 275 E. Main St., Frankfort, KY 40601, 502/564-5331

Environment Controls:

Air & water pollution: Dept. for Environ. Protection, Kentucky Natural Resources & Environ. Protection Cabinet, 18 Reilly Rd., Frankfort, 40601, KY 502/564-2150

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
KENTUCKY	3,661.4	3,786.2
Ashland	27.1	26.4
Bowling Green	40.5	44.3
Covington	49.0	46.9
Frankfort	26.0	NA
Hopkinsville	27.3	27.6
Lexington-Fayette	204.2	209.9
Louisville	298.5	287.1
Owensboro	54.5	55.6
Paducah	29.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
*Cincinnati, OH/KY/IN	1,401.4	1,405.7
Clarksville-Hopkinsville, TN/KY	150.2	154.4
Evansville, IN/KY	276.0	285.4
Huntington-Ashland, WV/KY/OH	336.0	339.8
Lexington-Fayette	318.1	330.7
Louisville, KY/IN	957.0	971.0
Owensboro	85.9	88.2

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
KENTUCKY	251.5	38.5	9.95
Lexington-Fayette	27.8	NA	NA
Louisville	85.6	39.8	10.95

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Louisville KY/IN 11/85
Office, professional, & technical	
Payroll clerks	$ 7.67
Accounting clerks	7.34
File clerks	5.21
Typists	6.15
Key entry operators	6.25
Secretaries	9.31
Switchbd opr-recept's	6.27
Drafters	12.16
Electronics technician	10.14
Computer operators	8.56
Computer programmers	12.60
Computer systems analysts	16.20
Maintenance & powerplant	
Carpenters	12.60
Electricians	13.99
Engineers, stationary	12.90
Machinists	13.25
Mechanics (machinery)	14.53
Custodial & material movement	
Guards	4.80
Janitors, porters, & cleaners	5.76
Laborers, mat'l hdlg	8.96
Shippers & receivers	8.28
Truckdrivers	10.83
Forklift operators	10.45

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
KENTUCKY	1,711.6	129.2	7.5
Lexington-Fayette	178.1	8.3	4.7
Louisville	505.1	29.1	5.8
Owensboro	44.7	4.0	9.0

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	55.1	NA	NA
MANUFACTURING	255.5	38.9	9.53
DURABLE GOODS	139.4	39.6	10.17
Lumber & wood prods.-SIC 24	9.5	33.8	8.60
Furniture & fixtures-SIC 25	5.2	37.5	6.29
Stone, clay, & glass prods.-SIC 32	7.9	46.7	9.45
Primary metal industries-SIC 33	17.5	37.6	11.49
Fabricated metal products-SIC 34	15.4	39.9	8.96
Machinery, except electrical-SIC 35	33.7	39.8	10.32
Electrical & electronic equip.-SIC 36	27.2	37.5	9.87
Transportation equipment-SIC 37	15.8	46.6	13.74
Instruments & misc. mfg.-SIC 38	7.2	38.1	7.03

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ashland 1 (Huntington, WV)
Bowling Green 3 (Nashville, TN)
Covington 1, 3 (Cincinnati, OH)
Frankfort 1, 3 (Lexington)
Hopkinsville 3 (Clarksville, TN)
Lexington-Fayette 1, 3, 7-9, 11, 12, 14, 18, 19, 23, 24
Louisville 1-8, 11-13, 15, 16, 18-20, 22-24
Owensboro 3, 8
Paducah 5, 8-10, 17, 21

Railroads

1. Chessie System Railroads
2. Conrail
3. CSX Transportation, Inc.
4. Norfolk Southern Corp.
5. Paduch & Louisville Railway
6. Soo Line Railroad
7. Southern Railway

Airlines

8. Allegheny Commuter
9. American Eagle
10. Britt Airways
11. Delta
12. Delta Commuter-Comair
13. Eastern
14. Eastern Metro Express
15. Florida Express
16. Ozark Air Lines
17. Ozark Midwest-Air Midwest

18. Piedmont
19. Piedmont Commuter-Britt Airways
20. Republic
21. Republic Express-Express Airlines
22. TWA
23. United
24. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ashland — 6e, 2g, 5g
Bowling Green — 1e, 11g
Frankfort — 3e, 2g
Hopkinsville — 4e, 11g
Lexington-Fayette — 7e, 2g
Louisville — 8eg
Owensboro — 9e, 11g
Paducah — 10e, 11g

1. Bowling Green Mun. Elec. Div.
   801 Center St., Box 478, Bowling Green 42102-0478
2. Columbia Gas of KY Inc.
   200 Civic Center Dr., Columbus, OH 43216
3. Frankfort Elec. & Water Plant Bd.
   315 W. 2nd St., Frankfort 40601
4. Hopkinsville Elec. Plant Bd.
   101 N. Main St., Hopkinsville 42240-2394
5. Inland Gas Co.
   340 17th St., Ashland 41101
6. Kentucky Power Co.
   1701 Central Ave., Box 1428, Ashland 41101
7. Kentucky Utilities Co.
   1 Quality St., Lexington 40507
8. Louisville Gas & Electric Co.
   311 W. Chestnut St., Box 32010
   Louisville 40232
9. Owensboro Mun. Utilities
   115 E. 4th St., Owensboro 42301
10. Paducah Power System
    1400 Broadway, Box 180, Paducah 42001
11. Western Kentucky Gas Co.
    311 W. 7th St., Owensboro 42301

Utilities serving cities under 25,000:

Big Rivers Elec. Corp.
Bill Thorpe, Gen. Mgr.
P.O. Box 24, Henderson 42420
502/827-2561

East Kentucky Power Corp.
Don Norris, Mgr.
P.O. Box 707, Winchester 40391
606/744-4812

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ashland	32	75	4900	1071
Bowling Green	34	78	4309	1429
Covington	29	75	5247	1037
Lexington	32	76	4814	1170
Louisville	33	78	4525	1342
Owensboro	33	78	4279	1460
Paducah	34	79	4130	1573

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	787	7,061
Gem stones	NA	1
Sand & gravel (construction)	7,600	19,000
Stone (crushed)	38,200	139,000
Combined value of cement, lime, sand and gravel (industrial), and zinc		97,205
Total 1985 (preliminary)		262,267

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Richardson, Brad, Ind. Dev./Mktg. Dir.
Kentucky Commerce Cabinet
2300 Capitol Plz. Tower
Frankfort, 40601
502/564-7670

Areas & Others

Frankfort
Knicely, Carroll, Sec'y. of Commerce
Commonwealth of Kentucky, 40601
800/626-2930

Louisville
de St. Croix, Brian
Econ. Dev. Mgr.
Louisville Area Chamber of Comm.
1 Riverfront Plz., 40202
502/566-5000

Madisonville
Ruth, Harry, Exec. V.P.
Gtr. Madisonville Area C. of C.
140 S. Main St., 42431
502/821-3435

PLANT LOCATION ADVERTISERS offer you the best possible contacts for information on their areas. Contact them directly or use the handy reader inquiry card in the back of the book.

STATE INFORMATION:

Financial assistance to industry:
- Corporate Headquarters Incentive Program
- Tax exemptions
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- "Free Port" law
- Free start-up training
- Small bus. loan guaranty program
- SBA 504 program
- Mississippi Business Investment Act

Tax rates:
- Corporate income tax 3%-4%
- Personal property tax ....10-year exemption for new mfrs.
- Sales tax 6%
- Franchise & incorp. tax ....$2.50/$1,000
- Inventory tax ....assessed at 15% of true value — millage varies
- Gasoline tax .... $.09/gal.

Advanced education facilities:
- Four-year colleges & universities 22
- Two-year or junior colleges...............22
- Vocational & business schools........30

Medical facilites:
- Hospitals 118
- Clinics..NA

Labor analysis:
- Civilian labor force.................1,174,600
- High-school grads.....................551,700

For additional labor market information, contact Employ. Security Commission, P.O. Box 1699, 1520 W. Capitol St., Jackson, MS 39205, 601/354-8711

Environment Controls:

Air & Water Pollution: Bureau of Pollution Control Dir., Dept. of Natural Resources, 2380 Hwy. 80 W, P.O. Box 10385, Jackson, MS 39209, 601/961-5171

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
MISSISSIPPI	2,520.6	2,647.3
Biloxi	49.3	50.3

DRY, DRY AGAIN

Kentuckians are persistent. No one knows that better than the management team at Speed Queen, the largest manufacturer of commercial washing and drying equipment in the United States and a division of Raytheon.

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Martha Layne Collins

Martha Layne Collins, Governor

Kentucky

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For more information, call or write:
Carroll Knicely, Secretary of Commerce
Commonwealth of Kentucky
Frankfort, Kentucky 40601
(800) 626-2930

Harry Ruth, Executive Vice President
Greater Madisonville Area Chamber of Commerce
140 South Main Street
Madisonville, KY 42431
(502) 821-3435

Circle 61 on Brochure Service Card

MISSISSIPPI

Columbus	27.4	NA
Greenville	40.6	40.3
Gulfport	39.7	41.2
Hattiesburg	40.8	42.6
Jackson	202.9	215.4
Meridian	46.6	48.4
Pascagoula	29.3	30.5
Vicksburg	25.4	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Biloxi-Gulfport	191.9	198.7
Jackson	362.0	394.3
Memphis, TN/AR/MS	912.9	932.8
Pascagoula	118.0	125.4

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MISSISSIPPI		
221.5	40.1	7.47
Jackson		
20.9	39.9	8.31

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Jackson 1/86	Memphis, TN/AR/MS 11/85
Office, professional, & technical		
Payroll clerks	$ 7.00	7.46
Accounting clerks	6.96	6.77
File clerks	5.14	4.94
Typists	5.81	6.18
Key entry operators	6.90	6.24
Secretaries	8.39	8.32
Stenographers	NA	NA
Switchbd opr-recept's	6.15	5.45
Word processors	5.79	7.25
Drafters	9.54	9.23
Electronics technicians	11.85	12.63
Computer operators	8.18	8.20
Computer programmers	11.49	10.48
Computer systems analysts	13.63	14.49
Maintenance & powerplant		
Carpenters	NA	12.35
Electricians	12.46	13.19
Engineers, stationary	NA	13.01
Machinists	11.99	11.89
Mechanics (machinery)	11.21	12.07
Tool & die makers	NA	11.40
Custodial & material movement		
Guards	NA	4.26
Janitors, porters & cleaners	4.05	3.89
Laborers, material handling	7.78	8.44
Shippers & receivers	7.94	7.53
Truckdrivers	9.14	8.51
Forklift operators	8.44	8.34

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
36.2	NA	NA
MANUFACTURING		
221.2	40.6	7.22
DURABLE GOODS		
124.4	41.5	7.73
Lumber & wood prods.-SIC 24		
23.3	42.7	6.55
Furniture & fixtures-SIC 25		
19.1	39.5	6.61
Stone, clay, & glass prods.-SIC 32		
5.6	44.4	7.30
Primary & fabricated metals-SIC 33		
16.4	41.6	7.83
Fabricated metal products-SIC 34		
12.3	NA	NA
Machinery, except electrical-SIC 35		
13.0	41.7	7.79
Electrical & electronic equip.-SIC 36		
22.6	41.4	8.65
Transportation equipment-SIC 37		
19.8	40.4	10.03
Instruments & related products-SIC 38		
1.3	NA	NA
Misc. mfg. industries-SIC 39		
3.4	NA	NA

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSISSIPPI		
1,159.2	147.1	12.7
Jackson		
193.6	16.6	8.6

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Biloxi 3 (Gulfport)
Columbus 1, 2, 4, 10, 14, 17, 19
Greenville 2, 5, 14, 19
Gulfport 3, 6, 8, 11, 16, 18, 20
Hattiesburg 5, 6 (Laurel)
Jackson 5, 6, 9, 12, 13, 15, 19-22
Meridian 4-7, 14, 19
Pascagoula 3 (Mobile, AL)
Vicksburg 5, 6 (Jackson)

Railroads

1. Burlington Northern R.R. Co.
2. Columbus and Greenville Railway
3. CSX Transportation, Inc.
4. Gulf & Mississippi Railroad
5. Illinois Central Gulf R.R. Co.
6. Midsouth Rail Corp.
7. Norfolk Southern Corp.

Airlines

8. Air New Orleans
9. American
10. American Eagle
11. Continental Commuter-New Orleans
12. Continental Commuter-Royale
13. Delta
14. Delta Connection-Atlantic Southeast
15. Eastern
16. Eastern Metro Express
17. Express Airlines
18. Republic
19. Republic Express-Express Airlines
20. Royale Airlines
21. Southern Airways
22. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Biloxi — 4e, 2g
Columbus — 1e, 5g
Greenville — 3e, 5g
Gulfport — 4e, 2g
Hattiesburg — 4e, 7g
Jackson — 3e, 5g
Meridian — 4e, 5g
Pascagoula — 4e
Vicksburg — 3e, 6g

1. Columbus Lt. and Water Dept.
   P.O. Box 949, Columbus 39701
2. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
3. Mississippi Power & Light Co.
   Electric Bldg., Box 1640, Jackson 39215-1640
4. Mississippi Power Co.
   2992 W. Beach, Gulfport 39501
5. Mississippi Valley Gas Co.
   711 W. Capitol St., Jackson 39203
6. Vicksburg Water & Gas Admin.
   801 Washington St., Vicksburg 39180
7. Willmut Gas & Oil Co.
   315 Main St., Hattiesburg 39401

Utility serving cities under 25,000:

S. Mississippi Elec. Power Assn.
Henry L. Thomas, Mgr.
P.O. Box 15849, Hattiesburg 39404
601/268-2083

RAW MATERIALS:

Nonfuel Mineral Production

	Quanity*	Value $ Thousands
Clays	2,251	29,603
Sand & gravel (construction)	13,400	41,900
Stone (crushed)	1,200	4,100
Combined value of other nonmetals		23,260
Total 1985 (preliminary)		98,863

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Biloxi	52	82	1498	2652
Columbus	42	81	2860	2003
Greenville	43	82	2635	2246
Hattiesburg	48	81	2027	2338
Jackson	46	82	2389	2290
Meridian	46	81	2479	2158
Vicksburg	47	82	2201	2306

DEVELOPMENT COUNSELORS:

State Development Agency

McDonald, Gerald L., C.I.D. , Exec. Dir.
Mississippi Dept. of Econ. Dev.

P.O. Box 849
Jackson, 39205
601/359-3449

Areas & Others

Gulfport
Newcomb, Leslie, Exec. Dir.
Southern Miss. Plng. & Dev. Dist.
102-32nd Ave., 39501
601/868-2311

Ueltschey, Chuck, Mgr.
Dept. of Econ. Dev.
Mississippi Power Company
P.O. Box 4079, 39501
601/865-5266

Wingo, Perry B., Exec. Dir.
Harrison Cty. Dev. Cmsn.
P.O. Box 569, 39502
601/863-3807

Hernando
Brown, James L., Exec. Dir.
DeSoto Cty. Econ. Dev. Council
38632
601/368-4414

Laurel
Pazahanick, Andrew W., Pres., Exec. Dir.
Econ. Dev. Auth. of Jones Cty.
P.O. Box 527, 39441
601/649-3031

Jackson
Bounds, Mark S., Asst. Ind. Dev. Dir.
Electric Power Assn. of Miss.
P.O. Box 7897, 39204
601/922-2341

Mayo, Will, Mgr., Econ. Dev.
Mississippi Power & Light Co.
P.O. Box 1640, 39205
601/969-2343

Vicksburg
Heidel, James B., Exec. V.P.
Vicksburg/Warren Cty. Chamber of Comm., Port & Econ. Dev. Fdtn.
P.O. Box 709, 2020 Mission 66, 39180
601/636-1012

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Free port law
- Investment tax credit

Tax rates:

Corp. income tax ......6% net earnings
Personal income tax none on personal income or payroll tax on wages & salaries
Sales tax..........5½% + ¾% to 2¼% local
Incorporation fee.....Min. fees: domestic-$10, foreign-$300 flat fee
Franchise tax..........25¢/$100
Inventory tax..........none
Gasoline tax..........$.16/gal.

Advanced education facilities:

Four-year colleges & universities 44
Two-year or junior colleges..........19
Vocational & business schools........62

Medical facilities:

Hospitals..........148
Clinics..........NA

Labor analysis:

Civilian labor force..........2,246,000 (1985 avg.)
Public high school graduates 43,263 (1986)

For additionnal labor market information, contact Dept. of Employ. Security, Rm. 536, Cordell Hull State Office Bldg., Nashville, TN 37219, 615/741-2131

Environment Controls:

Air pollution Air Pollution Control, Tennessee Dept. of Health and Environment, 150 Nineth Ave., N., Nashville, TN 37219-5404, 615/741-3931

Water pollution: Water Pollution Control, Tennessee Dept. of Health and Environment, 150 Nineth Ave., N., Nashville, TN 37219-5404, 615/741-2275

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
TENNESSEE	4,590.8	4,793.2
Chattanooga	169.6	167.5
Clarksville	54.8	58.2
Cleveland	26.4	NA
Columbia	25.8	NA
Hendersonville	26.6	NA
Jackson	49.1	51.5
Johnson City	39.8	44.7
Kingsport	32.0	32.2
Knoxville	183.1	175.3
Memphis	646.4	651.7
Murfreesboro	32.8	37.6
Nashville-Davidson	455.7	461.2
Oak Ridge	27.7	28.2

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Chattanooga, TN/GA	426.5	433.7
Clarksville-Hopkinsville, TN/KY	150.2	154.4
Johnson City-Kingsport-Bristol, TN/VA	433.6	449.0
Knoxville	566.0	599.0
Memphis, TN/AR/MS	912.9	932.8
Nashville	850.5	910.7

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
TENNESSEE	489.0	41.1	8.54
Chattanooga	44.0	41.5	7.63
Knoxville	47.6	39.8	8.67
Memphis	51.3	42.0	8.63
Nashville	90.3	41.0	9.55

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Chattanooga TN/GA 9/86	Memphis TN/AR/MS 11/85
Office, professional, & technical		
Payroll clerks ....$	7.24	7.46
Accounting clerks	6.86	6.77
File clerks	NA	4.94
Typists	NA	6.18
Key entry operators	6.47	6.24
Secretaries	8.58	8.32
Stenographers	NA	NA
Switchbd opr-recept's	6.17	5.45
Word processors	7.03	7.25
Drafters	9.88	9.23
Electronics technicians	10.22	12.63
Computer operators	7.87	8.20
Computer programmers	12.77	10.48
Computer systems analysts	20.03	14.49
Maintenance & powerplant		
Carpenters	NA	12.35
Electricians	11.14	13.19
Engineers, stationary	NA	13.01
Machinists	10.04	11.89
Mechanics (machinery)	10.80	12.07
Tool & die makers	NA	11.40
Custodial & material movement		
Guards	4.80	4.26
Janitors, porters & cleaners	4.68	3.89
Laborers, mat'l hdlg	7.74	8.44
Shippers & receivers	7.26	7.53
Truckdrivers	9.19	8.51
Forklift operators	7.79	8.34

When you contact industrial developers listed in

PLANT LOCATION

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"Raytheon is in Bristol because we won a design competition for the Sparrow missile. The government owned the plant and turned it over to the company.

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[illegible] company [illegible]l's atmos-[illegible] write and we[illegible]ll you how.

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Company__________
Title__________
Type of business__________
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City__________
State__________
Telephone(____)__________

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Bristol 1st P.O. Box 519
Bristol, TN-VA 24203-0519 615/968-4399

Circle 62 on Brochure Service Card

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
TENNESSEE	2,313.3	170.7	7.4
Chattanooga	203.1	12.7	6.3
Johnson City-Kingsport-Bristol	212.6	14.1	6.7
Knoxville	276.9	18.9	6.8
Memphis	430.9	27.2	6.3
Nashville	497.1	23.6	4.7

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	82.1	NA	NA
MANUFACTURING	489.3	41.0	8.29
DURABLE GOODS	238.4	41.4	8.66
Lumber & wood prods.-SIC 24	18.6	39.4	5.64
Furniture & fixtures-SIC 25	24.4	39.3	7.09
Stone, clay, & glass prods.-SIC 32	14.2	46.0	10.77
Primary metal industries-SIC 33	17.1	41.4	10.74
Fabricated metal products-SIC 34	38.4	41.9	9.09
Machinery, except electrical-SIC 35	37.3	NA	NA
Electrical & electronic equip.-SIC 36	37.5	NA	NA
Transportation equipment-SIC 37	31.3	NA	NA
Instruments & related products-SIC 38	9.2	42.2	8.09
Misc. mfg. industries-SIC 39	10.5	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Chattanooga 2, 4, 6, 11, 13, 15, 18, 20, 25, 28, 31
Clarksville 2, 27
Cleveland 6 (Chattanooga)
Columbia 2 (Nashville)
Hendersonville 2 (Nashville)
Jackson 2, 3, 9, 29
Johnson City 2, 6 (12, 14, 18, 25, 26, 31, 34 through Tri-City)
Kingsport 2, 3, 4, 6 (12, 14, 18, 25, 26, 31, 34 through Tri-City)
Knoxville 2, 4, 6, 12, 13, 15-19, 25, 26, 28, 31, 33, 34
Memphis 1-9, 11, 13, 14, 23, 25, 28, 29, 32-34
Murfreesboro 2 (Nashville)
Nashville-Davidson 2, 10-13, 15, 16, 19, 21-25, 27, 28, 30-34
Oak Ridge 2 (Knoxville)

Railroads

1. Burlington Northern R.R. Co.
2. CSX Transportation, Inc.
3. Illinois Central Gulf R.R. Co.
4. Norfolk Southern Corp.
5. St. Louis Southwestern Rwy Co.
6. Southern Railway
7. Union Pacific Railroad

Airlines

8. Air Atlanta
9. Air Midwest
10. Allegheny Commuter
11. American
12. American Eagle
13. Delta
14. Delta Connection-Atlantic Southeast
15. Delta Connection-Comair
16. Eastern
17. Eastern Atlantis Express
18. Eastern Metro Express
19. Florida Express
20. Metro Airlines
21. Ozark Air Lines
22. Pan American
23. Pan Am Express-Republic
24. People Express
25. Piedmont
26. Piedmont Regional-Henson
27. Prime Air
28. Republic
29. Republic Express-Express Airlines
30. Southwest Airlines
31. Tennessee Airways
32. TWA
33. United
34. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Chattanooga — 1e, 2g
Clarksville — 3eg, 4g
Cleveland — 5e, 2g
Columbia — 6e, 18g
Hendersonville — 13e, 14g
Jackson — 7eg
Johnson City — 8e, 17g
Kingsport — 9e, 17g
Knoxville — 10eg
Memphis — 11eg
Murfreesboro — 12e, 18g
Nashville-Davidson — 13e, 14g, 18g
Oak Ridge — 15e, 16g

1. Chattanooga Elec. Power Bd.
537 Cherry St., Chattanooga 37402
2. Chattanooga Gas Co.
811 Broad St., Chattanooga 37402
3. Clarksville Dept. of Elec.
2021 Guthrie Hwy, Box 1007
Clarksville 37041-1007
4. Clarksville Gas Dept.
104 Public Square, Clarksville 37040

5. Cleveland Utilities
   2450 Guthrie Dr. N.W., Box 2730,
   Cleveland 37311
6. Columbia Power System
   201 Pickens La., Box 379, Columbia
   38401
7. Jackson Utility Division
   P.O. Box 68, Jackson 38302-0068
8. Johnson City Power Bd.
   100 N. Roan, Box 1636, Johnson
   City 37601
9. Kingsport Power Co.
   422 Broad St., Kingsport 37660
10. Knoxville Utilities Bd.
    626 Gay St., Box 1951, Knoxville
    37901-1951
11. Memphis Light, Gas & Water Div.
    220 S. Main St., Box 430, Memphis
    38101
12. Murfreesboro Electric Dept.
    205 N. Walnut St., Box 9
    Murfreesboro 37133-0009
13. Nashville Electric Service
    1214 Church St., Nashville 37203
14. Nashville Gas Co.
    814 Church St., Nashville 37203
15. Oak Ridge Electrical Div.
    Box 1, Oak Ridge 37830
16. Oak Ridge Utility Dist. (Gas)
    101 Bus Terminal Rd., Box 449, Oak
    Ridge 37831-449
17. Tennessee-Virginia Energy Corp.
    108 W. 10th Ave., Johnson City
    37601
18. United Cities Gas Co.,
    1200 Parkway Towers, Nashville
    37219

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Chattanooga	39	79	3583	1578
Clarksville	36	79	4014	1514
Jackson	37	79	3707	1625
Knoxville	38	78	3658	1449
Memphis	40	82	3207	2067
Murfreesboro	38	79	3734	1573
Nashville	37	79	3756	1661
Oak Ridge	37	77	4006	1294

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,366	35,042
Gem stones	NA	5
Phosphate rock — thou. metric tons	1,450	32,650
Sand & gravel:		
Construction	6,900	22,000
Industrial	620	6,400
Stone:		
Crushed	39,300	151,000
Dimension	4	927
Zinc — metric tons (recov. cont. of ores, etc.)	97,000	86,608
Combined value of barite, cement, copper, lead, lime, pyrites, and silver		120,858
Total 1985 (preliminary)		455,490

* thousand short tons except as noted

DEVELOPMENT COUNSELORS:

State Development Agency

Long, William H., Cmsr.
Dept. of Econ. & Comm. Dev.
State of Tennessee
Rachel Jackson Bldg., 8th Fl.
320 6th Ave. North
Nashville, 37219-5308
615/741-1888
1-800/251-8594 toll free

Areas & Others

Jackson
Clifton, Christopher, V.P., Econ. Dev.
Jackson Area C. of C.
P.O. Box 1904, 38302
901/423-2200

Knoxville
Attaway, William R., Ind. Dev. Rep.
Ind. Dev. Staff Tenn. Valley Auth.
3B3 Old City Hall Complex, 37902
615/632-6867

Lewisburg
Burns, Tommy G., Ind. Dev. Dir.
City of Lewisburg
P.O. Box 332, 505 Ellington Pkwy.
37091
615/359-1544

Maryville
Dunavant, Bill, C.I.D., C.E.O.
Blount Cty. Ind. Dev. Bd.
309 S. Washington St., 37801
615/983-7715

Memphis
Massey, Arthur, V.P.
Belz Enterprises
5118 Park Ave., 38187
901/767-4780

Perry, William, Exec. V.P.
Memphis Area C. of C.
555 Beale St., 38101
901/523-2322

Nashville
Harris, Fred H., Econ. Dev. Dir.
Nashville Chamber of Comm.
161 4th Ave. N., 37219
615/259-3900

Hartman, H. Carl, Jr.
Dir., Power Use Div.
Nashville Electric Service
1214 Church St., 37203
615/747-3689

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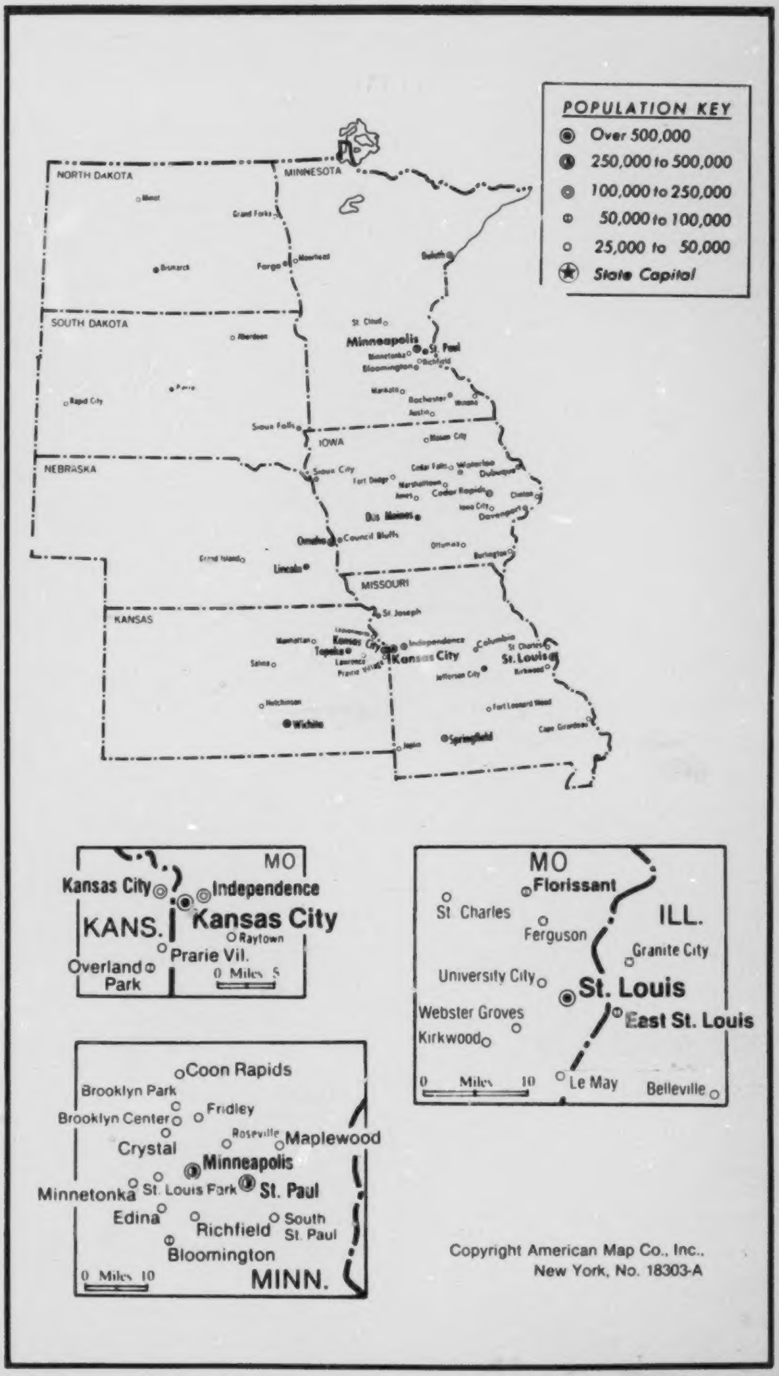
Regional Review

According to the Ameritrust/SRI Dec. 1986 study *Indicators of Economic Capacity,* the region has its strengths and weaknesses. Regarding accessible technology, the study states: "Although the amount of industry R&D in universities is low, . . . the level of industry's own R&D per capita is fairly strong . . . . The state also ranks the highest in state and local government R&D per capita, largely because of North Dakota and Kansas, which rank first and third nationally among states."

Regarding skilled and adaptable labor, the Ameritrust/SRI study says, "[the region] scores in the bottom third among U.S. regions for attendance of 16 to 24 year olds in noncollege vocational training and two-year college programs. To balance these scores, however, the region does rank highly on four-year college and university attendance."

The 1986 Grant Thornton *General Manufacturing Climates* study results were similarly mixed. (This study terms the area the "North Central" region, comprised of Idaho, Iowa, Kansas, Missouri, Montana, Nebraska, North Dakota, South Dakota, and Wyoming.) "Most experts predict more farm closures, more farm bank failures, and little improvement in the trend. There also will be a continued decline in manufacturing, particularly in steel, apparel, and shoes" in the region, according to the report.

On the positive side, Grant Thornton states that "North Central can boast of a comparatively low crime rate, the second highest percentage of high school graduates of any region of the country, and a remarkable degree of stability." It contiues. "The region has seen tough times in recent years, especially in the farmbelt, but the general improvement in the economic climate should help ease the



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problem and help the area readjust."

Iowa. According to the Iowa Department of Economic Development, the state's business climate has substantially improved since manufacturing equipment and computers were exempted from the state's sales and use tax in 1985. This has helped encourage some growth in the manufacturing, publishing, and insurance sectors in this heavily agricultural state.

New or expanding businesses announced in the state in 1986 included Mepco/Centralab, Inc. (a division of North American Phillips Company), which is expanding and adding 125 new jobs in Fort Dodge. Harker's, Inc., is expanding, bringing 120 new jobs to Orange and Sioux Center. IBP, Inc., opened a new facility in Council Bluffs, bringing 1,000 new jobs to the area. Republic Express Airlines relocated to Sioux City, employing 200 workers. And Pace Warehouse opened a warehouse in Des Moines, employing around 200 workers.

Kansas. According to William Thompson, manager of domestic industrial development at the Kansas Department of Commerce, "The stage was set in 1986 for a dramatic change in the Kansas business climate. Several tax incentives and capital availability programs were established. Voters authorized parimutuel wagering and a Kansas lottery, with the largest portion of the state's share of proceeds directed to economic development programs. The Kansas Department of Commerce was created and given new programs and responsibilities. A new organization, Kansas, Inc., was established as a policy body and oversight agency for economic development in Kansas."

Developments in 1986 included the opening of an office in Japan and the planning for the opening of an office in Germany this year. New legislation included the creation of additional venture capital loaning operations, which will increase the amount of venture capital; the creation of incentives to encourage more R&D development; and the passage of inventory-tax exemptions, beginning Jan. 1, 1989.

New business openings last year included Ad-Tech in Wichita, creating 100 jobs; Dupont in Kansas City, creating 100 jobs; Federal Express Call Center in Overland Park, creating 160 jobs; Metfirst in Overland Park, creating 600 jobs; and Value Furniture International in Emporia, creating 175 jobs.

Minnesota. The state was hit by troubles in its agricultural and mining sectors last year, which is contributing to an expected budget deficit at the end of the current biennium in June 1987. This comes on the heels of a $580-million general fund surplus in 1985.

Despite difficulties, there are a number of positive economic indicators in Minnesota. Per capita income is $13,247, the 14th highest in the country; this is up from 19th in 1980. Job growth was 1.7% in 1986, above the national average of 1.3%. New business incorporations increased 7.5% in 1986, while nationally they were up 4.8%.

The workforce in Minnesota is well educated. The percentage of high-school educated adults between the ages of 25 and 64 years old is the third highest in the country at 89.43%, versus 79.98% nationally.

Missouri. The Congress-established Advisory Commission on Intergovernmental Relations gave Missouri a perfect score in its Oct. 1985 business climate report entitled "Characteristics of a Balanced State-Local Tax System." Eight tax indicators were evaluated in each of the 50 states. The tax indicators were: overall tax burden, property and sales tax exemptions, individual and corporate tax rates, workers' compensation and unemployment insurance rates, and taxation formulas for companies with worldwide holdings.

The state's commitment to fostering new business was renewed through the passage of pro-business legislation in 1986. A Missouri Job Development Fund was created to assist new and expanding industries in training, retraining, and/or upgrading the skills of Missouri workers. A bill to allow tax credits for seed capital was designed to stimulate new business and job creation by offering a 30% tax credit for qualified seed capital contributions. A distressed-industry task force was established to provide counseling and employment information to dislocated workers and their families. A direct loan and loan-guarantee program was set up to encourage the establishment of small-business incubators. And, finally, an amendment to the New or Expanding Business Facility Tax Law was enacted to allow tax credits for existing businesses that invest at least $500,000 in their existing plants to sustain employment.

Nebraska. Rising prices for agricultural commodities, driven in part by strong export demand, expanded production in the state in the late 1970s. Then a shrinking of world demand in the 1980s brought prices down and has squeezed farm income. However, on the manufacturing side, Nebraska food processors have benefitted from the lower input costs.

The above summarizes the agricultural industry in the state in the last ten years, according to Tom Doering, deputy director of the Division of Research at the Nebraska Economic Development Department.

Notable events in 1986 included the passage of the Employment Expansion and Investment Act, which allows a state income-tax credit for new and expanding businesses. In addition, a representative of the state traveled to Pacific Rim nations in 1986 to seek sources of venture capital.

New facilities to the state with announced employment of 100 or more in 1986 included Appleton Electric, Peterson Manufacturing, and Xidex Corp.

North Dakota. The state received a fifth-place ranking in Grant Thornton's study, down from third place in 1985. It received a second-place rating in its fuel and electric energy costs per million BTUs for manufacturers, which was $2.95, versus the national average of $5.19. In addition, it received a third-place ranking for its net pollution abatement expenditures per dollar value of manufacturers' shipments: 0.178%, versus 0.517% nationally.

Per capita income increased 42.8% from 1980 to 1984—the sixth-highest increase in the nation. Also, new business incorporations were up 17.6% in 1986—the third-highest jump in the country. Unemployment was 5.0% as of Sept. 1986, versus 6.4% nationally.

South Dakota. South Dakota has no corporate or personal-income tax and no personal-property or business-inventory tax. The only taxes a business pays are sales and local real-property taxes.

The above helped contribute to the state's first-place ranking in Grant Thornton's study for the second year in a row. The state scored highest in state and local government debt per capita ($198.02, versus $755.61 nationally), average unemployment compensation benefits paid per covered worker per year ($54.28, versus $167.35 nationally), percentage change over three years in annual average hourly manufacturing wage (up 0.42%, versus a 15.16% increase nationally), unionized manufacturing employment as a percent of total manufacturing employment (3.5%, versus 20.26% nationally), and fuel and electric energy costs per million BTUs for manufacturers ($2.64, versus $5.19 nationally).☐

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STATE INFORMATION:

Financial assistance to industry:

Tax incentives
Grant/loans for econ. dev.
Highway improvement fund for econ. dev. (RISE through IA D.O.T.)
Bonds for buildings
Bonds for pollution control
Bonds for warehousing
Bonds for co. headquarter facilities
Aid for job training
Loans through Iowa Bus. Dev. Credit Corp. and Iowa Bus. Growth Co.
Venture capital through Iowa Prod. Dev. Corp. & InvestAmerica

Tax rates:

Corporate income tax
......................6-12% Iowa sales only
50% of federal tax paid is exempt from corporate income tax from sales outside Iowa. Iowa has adopted the Federal Accelerated Cost Recovery System.
Personal income tax
.... ½%-13%, indexed for inflation
Sales tax..4%
Incorporation tax.................$15-$3,010

Advanced education facilities:

State universities 3
Private colleges....................................27
Area vocational & community colleges..15
Four-year colleges & universities 40
Two-year or junior colleges..............16
Vocational & business schools......NA

Medical facilities:

Hospitals..139
Clinics...NA

Labor analysis:

Civilian labor force................1,423,800
High-school grads.......................85.7% (25-64 yrs old)
Mfg. workers in unions..............28.2%

For additional labor market information, contact Dept. of Employment Service, 1000 E. Grand Ave., Des Moines, IA 50319, 515/281-5387

Environment controls:

Air & water pollution: Larry Wilson, Director, Dept. of Natural Resources, Wallace State Office Bldg., Des Moines, IA 50319, 515/281-8691

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
IOWA	2,913.4	2,942.8
Ames	45.8	46.3
Bettendorf	27.4	NA
Burlington	29.5	NA
Cedar Falls	36.3	34.3
Cedar Rapids	110.2	110.1
Clinton	32.8	NA
Council Bluffs	56.4	56.7
Davenport	103.3	104.7
Des Moines	191.0	192.6
Dubuque	62.3	60.4
Fort Dodge	29.4	NA
Iowa City	50.5	51.5
Marshalltown	26.9	NA
Mason City	30.1	NA
Ottumwa	27.4	NA
Sioux City	82.0	81.2
Waterloo	76.0	72.0

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
Cedar Rapids	169.8	172.1
Davenport-Rock Island, Moline, IA/IL	384.0	389.5
Des Moines	368.0	384.3
Dubuque	93.7	92.1
Iowa City	81.7	86.0
Omaha, NE/IA	585.0	612.4
Sioux City, IA/NE	117.5	118.4
Waterloo-Cedar Falls	162.8	157.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
IOWA	201.0	40.6	10.28
Cedar Rapids	22.8	39.2	11.55
Des Moines	21.0	41.1	11.41
Sioux City	9.7	38.7	8.55

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
IOWA	1,420.9	96.3	6.8
Cedar Rapids	85.3	4.8	5.7
Des Moines	208.5	11.7	5.6
Sioux City	55.6	4.3	7.8
Waterloo-Cedar Falls	69.8	12.1	17.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Davenport Rock Island, Moline, IA/IL 2/86
Office, professional, & technical	
Payroll clerks	$ 9.36
Accounting clerks	8.81
File clerks	5.32
Typists	9.28
Key entry operators	9.28
Secretaries	11.66
Stenographers	NA
Switchbd opr-recept's	6.27
Word processors	7.25
Drafters	11.80
Electronics technicians	12.79
Computer operators	10.89
Computer programmers	12.34
Computor systems analysts	16.03
Maintenance & powerplant	
Carpenters	14.37
Electricians	14.92
Engineers, stationary	14.89
Machinists	14.27
Mechanics (machinery)	14.11
Tool & die makers	15.82
Custodial & material movement	
Guards	12.49
Janitors, porters & cleaners	7.65
Laborers, mat'l handling	11.27
Shippers & receivers	NA
Truckdrivers	12.61
Forklift operators	11.79

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	36.3	39.9	10.80
MANUFACTURING	204.9	40.2	10.32
DURABLE GOODS	117.7	40.6	10.72
Lumber & furniture-SIC 24	8.9	37.7	8.78
Stone, clay & glass-SIC 32	4.4	43.2	9.93
Primary metal industries-SIC 33	7.4	43.1	11.69
Fabricated metal products-SIC 34	15.5	40.3	8.99
Machinery, except electrical-SIC 35	42.6	40.7	12.83
Electrical & electronic equip.-SIC 36	20.2	39.6	10.39
Transportation equipment-SIC 37	9.1	40.0	8.13

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ames 2 (Des Moines)
Bettendorf 1, 9 (Moline, IL)
Burlington 1, 14
Cedar Falls 2, 4 (Waterloo)
Cedar Rapids 2-4, 11, 12, 14, 15, 17, 19, 20, 22-25, 27
Clinton 1, 2, 9, 18
Council Bluffs 1-6, 9, 10 (Omaha, NE)
Davenport 1, 5, 9 (Moline, IL)
Des Moines 1, 2, 5, 8, 12, 13, 15, 17-20, 22-24, 26, 27
Dubuque 1, 3, 4, 9, 11, 16, 19, 21, 25
Fort Dodge 2-4, 16, 18, 25
Iowa City 1, 4, 9 (Cedar Rapids)
Marshalltown 2 (Des Moines)
Mason City 2, 9, 18, 25
Ottumwa 1, 9, 18
Sioux City 1-4, 12, 15, 16, 23, 25, 27
Waterloo 2-4, 11, 16, 23, 25

Railroads

1. Burlington Northern R.R. Co.

2. Chicago & North Western System
3. Chicago Central & Pacific Railroad
4. Illinois Central Gulf R.R. Co.
5. Iowa Interstate R.R. Ltd.
6. Missouri-Kansas-Texas R.R. Co.
7. Norfolk Southern Corp.
8. Norfolk and Western Railway
9. Soo Line Railroad
10. Union Pacific Railroad

Airlines

11. Air Wisconsin
12. America West
13. American
14. Britt Airways
15. Eastern Air Midwest
16. Express Airlines
17. Frontier Airlines
18. Great Lakes Aviation
19. Iowa Airways
20. Midstate Airlines
21. Midway Airlines-Iowa Airlines
22. Northwest Airlink-Mesaba Aviation
23. Ozark Air Lines
24. Republic
25. Republic Express-Express Airlines
26. TWA
27. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ames — 1e, 4g
Bettendorf — 6eg
Burlington — 9eg
Cedar Falls — 2eg
Cedar Rapids — 4e, 6g
Clinton — 3eg
Council Bluffs — 7e, 10g
Davenport — 6eg
Des Moines — 7e, 5g
Dubuque — 3e, 10g
Fort Dodge — 6eg
Iowa City — 6eg
Marshalltown — 4eg
Mason City — 3eg
Ottumwa — 9e, 6g
Sioux City — 8eg
Waterloo — 8eg, 11g

1. Ames Electric System
   Municipal Bldg., Ames 50010
2. Cedar Falls Utilities
   612 E. 12th St., Box 769, Cedar Falls 50613
3. Interstate Power Co.
   1000 Main St., Dubuque 52001
4. Iowa Elec. Light & Power Co.
   Tower, 200 1st St. S.E., Cedar Rapids 52401
5. Iowa Gas Co.
   P.O. Box 10410, Des Moines 50306
6. Iowa-Illinois Gas & Electric Co.
   206 E. 2nd St., Box 4350, Davenport 52808
7. Iowa Power & Light Co.
   666 Grand Ave., Box 657, Des Moines 50303
8. Iowa Public Service Co.
   401 Douglas St., Box 778, Sioux City 51102
9. Iowa Southern Utilities Co.
   300 E. Sheridan Ave., Centerville 52544
10. Peoples Natural Gas Co.
    25 Main Pl., Council Bluffs 51501
11. Waterloo Municipal Gas System
    104 W. 4th St., Waterloo 62298

Utilities serving cities under 25,000:

Central Iowa Power Co-op
Richard Arnold, Gen. Mgr.
P.O. Box 2517, Cedar Rapids 52406
319/366-8011

L & O Power Co-op
Willis Jongerius, Mgr.
315 First Ave., Rock Rapids 51246
712/472-2531

Northwest Iowa Co-op
Philip A. Hauan, Mgr.
P.O. Box 240, LeMars 51031
712/546-4141

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	40	3,200
Portland	1,700	93,400
Clays	530	2,290
Gypsum	1,532	12,716
Peat	11	409
Sand & gravel (construction)	12,000	30,500
Stone (crushed)	29,000	117,000
Combined value of other nonmetals		6,048
Total 1985 (preliminary)		265,563

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ames	17	74	6874	792
Cedar Rapids	19	74	6671	828
Clinton	20	74	6482	872
Des Moines	19	76	6554	1019
Dubuque	16	72	7375	580
Fort Dodge	16	74	7175	785
Iowa City	20	75	6376	965
Marshalltown	17	74	7013	761
Mason City	13	72	7666	655
Sioux City	16	76	6947	940
Waterloo	14	73	7537	667

DEVELOPMENT COUNSELORS:

State Development Agency

Kapfer, Mark Dir.
Mktg. & Bus. Dev.
Iowa Dept. of Econ. Dev.
200 E. Grand Ave.
Des Moines, 50309
515/281-3664

Areas & Others

Burlington
Fulknier, Clayton W. III, CEO, Exec. Dir.
Burlington Area Dev. Corp. (BADCO)
P.O. Box 1024, 52601
319/752-2320

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Ron Padavich, Mgr. Area Development, Iowa Southern Utilities Co.
300 Sheridan Avenue, Centerville, Iowa 52544

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Cedar Rapids

Caldwell, Ken, Econ. Dev. Dir.
Cedar Rapids/Marion Area
Chamber of Comm.
424 1st Ave. N.E.,
P.O. Box 4860, 52407
319/398-5317

Centerville

Padavich, Ron, Area Dev. Mgr.
Iowa Southern Utilities Co.
300 Sheridan Ave., 52544
515/437-4400

Tippie, Ernest A., Mgr., Sales & Bus. Dev.
Iowa Electric Light & Power Co.
P.O. Box 351, 52406
319/398-4542

Clinton

Lamont, Hugh G., Exec. Dir.
Clinton Area Dev. Corp.
217 Fifth Ave., So., Ste. 209
P.O. Drawer 229, 52732-0229
319/242-4536

Des Moines

Owens, Gary, Dir. Econ. Dev.
Iowa Resources, Inc.
P.O. Box 657, 50303
515/281-2329

Rock Island

Weeks, Richard
Quad-City Development Group
406 First National Bank Bldg., 61201
319/326-1005

Sioux City

Ivarsen, Glenn, Area Dev. Mgr.
Iowa Public Service Co.
P.O. Box 778, 51102
712/277-7710

Waterloo

Wade, Donald F., Dir.
Black Hawk Cty. Econ. Dev.
Committee, Inc.
Russell Lamson Bldg., Ste. N
209 W. Fifth St., 50701
319/235-0311

STATE INFORMATION:

Financial assistance to industry:

- Right-to-work law
- IRBs for land, buildings, & equip.
- Industrial job training program
- Inventory, property, & sales tax exemptions
- Income tax credits
- Enterprise zone incentives
- Foreign trade zone

Tax rates:

Corporate income tax	4.5% plus 2.25% surtax on net income in excess of $25,000
Personal income tax	2%-9%
Sales tax	4%
Incorporation tax	$75 fee for domestic corps.; $95 fee for foreign corps.
Franchise tax	$20-$2,500
Gasoline tax	$.11/gal.

Advanced education facilities:

Four-year colleges & universities	23
Two-year or junior colleges	23
Vocational & technical schools	17

Medical facilities:

Hospitals	165
Clinics	NA

Labor analysis:

Civilian labor force	1,237,707
High school graduates	25,983

For additional labor market information, contact Bill Thompson, Mgr., Domestic Marketing, Industrial Development Division, Kansas Dept. of Commerce, 400 West 8th St., Ste. 500, Topeka, KS 66603-3957, 913/296-3483

Environment controls:

Air & water pollution: Sharad Bhatia, Dir., Environ. Div., Dept. of Health & Environ., Bldg. 740, Forbes Field, Topeka, KS 66620, 913/862-9360

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1986
KANSAS	2,363.2	2,470.5
Emporia	25.3	NA
Hutchinson	40.3	41.8
Kansas City	161.1	160.0
Lawrence	52.7	55.7
Leavenworth	33.7	35.1
Manhattan	32.6	NA
Olathe	37.3	49.3
Overland Park	81.8	89.7
Salina	41.8	43.6
Shawnee	29.7	NA
Topeka	115.3	119.6
Wichita	279.3	284.4

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1986
Kansas City, MO/KS	1,433.0	1,497.5
Lawrence	67.6	71.7
Topeka	154.9	160.3
Wichita	411.3	431.6

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
KANSAS	175.7	40.4	9.70
Topeka	9.3	40.6	10.61
Wichita	56.2	38.5	10.42

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
KANSAS	1,237.1	65.3	5.3
Topeka	87.4	4.2	4.8
Wichita	224.2	13.9	6.2

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Wichita 4/86	Kansas City MO/KS 9/86
Office, professional & technical		
Payroll clerks	$ 7.48	8.36
Accounting clerks	8.10	8.00
File clerks	6.06	5.78
Typists	7.13	6.50
Key entry operators	7.49	7.43
Secretaries	9.93	9.24
Stenographers	NA	10.30
Switchbd opr-recept's	5.56	6.35
Wordprocessors	7.94	7.87
Drafters	11.55	10.76
Electronic technicians	13.11	13.81
Computer operators	9.26	9.59
Computer programmers	11.56	13.25
Computer systems analysts	15.16	15.44
Maintenance & powerplant		
Carpenters	NA	12.76
Electricians	13.62	14.16

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Director of Economic Development
City Hall
Concordia, Ks. 66901
913-243-7864

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Engineers, stationary	12.66	13.79
Machinists	NA	14.96
Mechanics (machinery)	11.49	12.44
Tool & die makers	13.60	14.67
Custodial & material movement		
Guards	6.28	5.42
Janitors, porters, & cleaners	9.41	5.62
Laborers, material handling	6.51	10.00
Shippers & receivers	8.45	9.70
Truckdrivers	9.08	11.92
Forklift operators	NA	10.89

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	43.9	NA	NA
MANUFACTURING	174.3	39.5	9.46
DURABLE GOODS	102.5	38.8	9.53
Stone, clay, & glass prods.-SIC 32	7.0	NA	NA
Primary metal industries-SIC 33	3.0	NA	NA
Fabricated metal products-SIC 34	11.3	38.6	7.74
Machinery-SIC 35	27.2	39.9	8.98
Transportation equipment-SIC 37	43.5	38.4	10.87

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Emporia 1 (Topeka)
Hutchinson 1, 8-10
Kansas City 1-9 (Kansas City, MO)
Lawrence 1, 9 (Topeka)
Leavenworth 1-3, 9 (Kansas City, MO)
Manhattan 9, 13, 15
Olathe 1, 2 (Kansas City, MO)
Overland Park (Kansas City, MO)
Salina 1, 6, 9, 13, 15
Shawnee (Kansas City, MO)
Topeka 1, 6, 8, 9, 13, 15, 19
Wichita 1, 2, 6, 9-12, 14-19

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago & North Western System
4. Illinois Central Gulf Railroad
5. Kansas City Southern Railway Co.
6. Missouri-Kansas-Texas R.R. Co.
7. Norfolk Southern Corp.
8. St. Louis Southwestern Railway Co.
9. Union Pacific Railroad

Airlines

10. Air Midwest
11. American
12. America West
13. Capitol Air Service
14. Continental
15. Eastern Air Midwest
16. Frontier Airlines
17. Republic
18. TWA
19. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Emporia — 5eg
Hutchinson — 5eg, 1g, 7g
Kansas City — 2e, 7g
Lawrence — 5e
Leavenworth — 5eg, 8g
Manhattan — 5eg
Olathe — 3e, 8g
Overland Park — 3e, 5e, 7g, 8g
Salina — 5eg
Shawnee — 3e, 5e, 7g
Topeka — 5e, 7g
Wichita — 4e, 7g

1. Arkansas Louisiana Gas Co.
   525 Milam, Shreveport, LA 71151
2. Kansas City Bd. of Pub. Utilities
   700 Minnesota Ave., Kansas City
   66101
3. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City,
   MO 64105
4. Kansas Gas and Electric Co.
   201 N. Market St., Box 208, Wichita
   67201
5. Kansas Power & Light Co.
   818 Kansas Ave., (Box 889) Topeka
   66612 (66601)
6. Kansas Public Service Co.
   110 E. 9th, Lawrence 66044
7. KPL Gas Service
   818 Kansas Ave., Box 889, Topeka
   66601
8. Union Gas System, Inc.
   122 W. Myrtle, Independence 67301

Utilities serving cities under 25,000:

Kansas Elec. Power Co-op
Charles Ross, Exec. V.P.
P.O. Box 4877, Topeka 66604
913/273-7010

Sunflower Elec. Co-op, Inc.
Steven W. Thompson, Gen. Mgr.
P.O. Box 980, Hays 67601
913/628-2845

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Lawrence	28	80	4819	1583
Leavenworth	27	79	5184	1355
Manhattan	27	80	5119	1525
Salina	27	81	5187	1566
Topeka	26	79	5319	1380
Wichita	30	81	4787	1684

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	787	4,957
Gem stones	NA	1
Helium — mill. cubic ft.:		
Crude	W	W
Grade-A	1,014	38,025
Salt (excl. brine)	1,800	73,100

50% OFF ELECTRIC POWER!

Industrial Customers:

Expand your present plant or build a new one in south central or southeast Kansas and earn a 50% DISCOUNT on the demand portion of your electric bill your first year. Meet the minimum requirements of our new Industrial Development Rider and discounts continue through your fifth year of operation.

Kansas is a great place for business, with center-of-our-nation location, a Right-to-Work labor pool, and a cherished quality of life. Building or expanding here, contracting for more than 20 kilowatts of new load, and creating new jobs qualifies for our new industrial discount. It's an unbeatable combination.

For complete information and calculation sheet, contact Bill Underkofler, Manager of Area Development, KG&E, The Electric Company, Box 208, Wichita, KS 67201. Phone (316) 261-6986. Call toll free from outside Kansas: 1-800-527-2495.

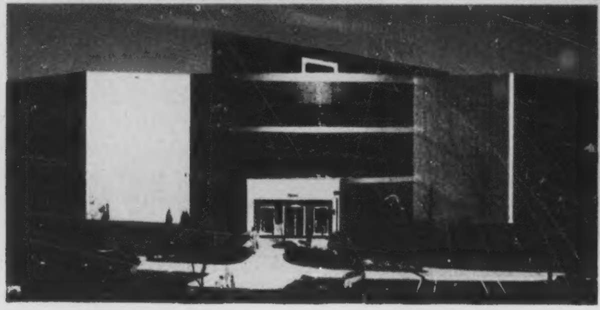
KGE
THE ELECTRIC COMPANY

The Innovators. Serving Southeast and South Central Kansas.

Circle 65 on Brochure Service Card

A FEW CHOICE SITES STILL AVAILABLE IN SAINT PAUL ENERGY PARK

...one of the world's most innovative light industrial parks.



St. Paul, Minnesota, has built one of its kind—a light industrial park that achieves a total working/living environment, all served from a central energy source for heating and cooling. The park, located midway between the St. Paul and Minneapolis Central Business Districts, includes large and small light industries, 771 units of rental and owner-occupied housing, a large retail complex, a hotel, a full-service medical clinic and several multi-tenant office/light manufacturing/warehouse facilities. Already more than 250 firms have built or located in Energy Park, with a total plant investment exceeding $225,000,000. Yet, there are still a few choice industrial and commercial sites available ranging from 2.8 up to 13 acres in size.

Here are just a few of the amenities you'll receive in Energy Park:

- Perfect location
- Fives miles from St. Paul and Minneapolis C.B.D's
- First and only energy-efficient industrial park in North America
- All buildings served by central heating and cooling plant
- Total working/living environment (771 housing units)
- Finest and most productive work force in America
- Quality of life consistently ranks among the highest
- Standard & Poor's "A" rating on all industrial revenue bonds
- 100% financing available anywhere in St. Paul at lowest available rates

For Energy Park details — or a location anywhere in St. Paul return the coupon or call the St. Paul Port Authority.

PORT AUTHORITY OF THE CITY OF ST. PAUL
1900 Amhoist Tower • 345 St Peter Street • St Paul, MN 55102
612-224-5686 • Toll Free 800-328-8417

Please contact me with more information.

Name and Title ______________________________

Firm ______________________________

Address ______________________________

____

Phone ____________________

or Call
Charles M. Towle, Director of Industrial Development
John A. Campobasso, Assistant Director of Industrial Development
James E. Terrell, Assistant Director of Industrial Development

Circle 66 on Brochure Service Card

Sand & gravel: (construction)	13,200	31,800
Stone (crushed)	16,000	59,000
Combined value of cement, gypsum, lime, (1984), pumice, salt (brine), sand (industrial), stone (dimension), and value indicated by symbol W		116,221
Total 1985 (preliminary)		323,104

* thousand short tons except as noted
W withheld to avoid disclosing company proprietydata

DEVELOPMENT COUNSELORS:

State Development Agency

Director
Kansas Dept. Ind. Dev. Div.
400 W. Eighth St., Ste. 500
Topeka, 66603-3957
913/296-3483

Areas & Others

Abilene
Whitworth, Bob, Dir. Econ. Dev.
Abilene Econ. Dev.
P.O. Box 519, 67410
913/263-2550

Concordia
Miller, Gene, Econ. Dev. Dir.
Cloud Cty./Concordia
City Hall, 66901
913/243-7864

Topeka
Vieux, Deanne M.R
Sr. Econ. Research & Policy Analyst
Kans. Dept. of Econ. Dev.
400 W. Eighth St., Ste. 500, 66603
913/296-3760

WaKeeney
Gano, Stacy, Dir.
Trego Cty. Econ. Dev.
515 Russell, 67672
913/743-5785

Wichita
Alumbaugh, Jack E., Exec. Dir.
S. Central Kans. Econ. Dev. Dist., Inc.
River Park Pl., Ste. 565
727 N. Waco, 67203
316/262-5246

Underkofler, Bill, Area Dev. Mgr.
Kansas Gas & Electric Co.
P.O. Box 208, 67201
316/261-6986 or
800/527-2495 (outside KS)

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Small business loans
- Industrial development bonds
- Aid for job training
- Free trade zone
- Energy development loans
- Agricultural resources loans

Tax rates:

Corporate income tax	6%-12%
Personal income tax	1%-14%
Sales tax	6% on selected items; 4% on capital equip. for new & expanding businesses
Incorp. tax	$85 filing fee for Minn. Corp.; $170 filing fee for non-Minn. corp.
Franchise tax	none
Inventory tax	none
Gasoline tax	$.17/gal.

Advanced education facilities:

Four-year colleges & universities	35
Two-year colleges	24
Vocational/technical institutes	33

Medical facilities:

Hospitals	189
Clinics	800 (approx.)

Source: MN Medical Association

Labor analysis:

Civilian labor force	2,238,053
High-school grads	73.1% of pop. 89% possible in 1984

For additional labor market information, contact Dept. of Jobs & Training, 390 N. Robert St., St. Paul, MN 55101, 612/296-6791

Environment controls:

Air & water pollution: Thomas Kalitowski, Exec. Dir., Minn. Pollution Control Agency, 1935 WS County Rd., B-2, St. Paul, MN 55113, 612/296-7373

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
MINNESOTA	4,007.1	4,224.3
Blaine	28.6	NA
Bloomington	81.8	86.0
Brooklyn Center	31.2	NA
Brooklyn Park	43.3	51.0
Burnsville	35.7	NA
Coon Rapids	35.8	NA
Crystal	25.5	NA
Duluth	92.8	87.4
Edina	46.1	47.0
Fridley	30.2	NA
Mankato	28.7	NA
Maplewood	27.0	NA
Minneapolis	371.0	363.5
Minnetonka	38.7	NA
Moorhead	30.0	29.5
Plymouth	31.6	NA
Richfield	37.9	NA
Rochester	57.9	58.0
Roseville	35.8	NA
St. Cloud	42.6	42.6
St. Louis Park	42.9	42.7
St. Paul	270.2	269.3
Winona	25.1	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Duluth, MN/WI	266.7	258.3
Fargo-Moorhead, ND/MN	137.6	148.2
Minneapolis-St. Paul, MN/WI	2,137.0	2,254.5
Rochester	92.0	96.6
St. Cloud	163.3	177.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MINNESOTA		
377.2	40.9	10.04
Duluth		
7.0	34.6	10.90
Minneapolis-St. Paul		
253.3	40.9	10.92
St. Cloud		
11.5	40.3	9.11

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Minneapolis-St. Paul, MN/WI 1/86
Office, professional, & technical	
Payroll clerks	$ 8.30
Accounting clerks	7.61
File clerks	5.44
Typists	6.41
Key entry operators	7.11
Secretaries	9.15
Stenographers	9.72
Switchbd opr-receptionists	6.74
Word processors	7.95
Drafters	10.75
Electronics technicians	12.31
Computer operators	9.00
Computer programmers	12.50
Computer systems analysts	16.14
Maintenance & powerplant	
Carpenters	14.30
Electricians	15.61
Engineers, stationary	13.07
Machinists	14.57
Mechanics (machinery)	12.52
Tool & die makers	14.58
Custodial & material movement	
Guards	5.97
Janitors, porters & cleaners	6.38
Laborers, material handling	10.39
Shippers & receivers	9.35
Truckdrivers	12.86
Forklift operators	11.52

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
71.0	NA	NA

MINNESOTA

MANUFACTURING		
374.9	40.3	10.05
DURABLE GOODS		
225.6	41.1	10.24
Lumber & furniture-SIC 24		
16.8	40.0	10.93
Stone, clay, & glass prods.-SIC 32		
7.7	37.0	10.39
Primary metal industries-SIC 33		
6.2	42.8	9.27
Fabricated metal products-SIC 34		
35.7	41.5	11.09
Machinery, except electrical-SIC 35		
89.9	42.3	10.69
Electrical & electronic equip.-SIC 36		
28.3	39.7	7.90
Transportation equipment-SIC 37		
7.4	42.8	11.66
Instruments & misc. mfg.-SIC 38		
33.5	40.7	9.72

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MINNESOTA		
2,253.9	97.5	4.3
Duluth		
102.4	7.8	7.6
Minneapolis-St. Paul		
1,327.0	48.3	3.7
St. Cloud		
87.5	4.0	4.6

*preliminary figures

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blaine — 7e(LD), 6g
Bloomington — 7e(NMD), 3g
Brooklyn Center — 7e(NOD), 3g
Brooklyn Park — 7e(NOD), 3g
Burnsville — 7e(NMD), 3g
Coon Rapids — 1e, 7e(NOD), 6g
Crystal — 7e(NOD), 3g
Duluth — 4e, 2g
Edina — 7e(NMD), 3g
Fridley — 7e(NOD), 3g
Mankato — 7e(KD), 3g
Maplewood — 7(LD)eg
Minneapolis — 7e(MSD), 3g
Minnetonka — 7e(MTAD), 3g
Moorhead — 5e, 7(FD)eg
Plymouth — 7(NOD), 3g
Richfield — 7e(NMD), 3g
Rochester — 9e, 8g
Roseville — 7e(SPD)
St. Cloud — 7eg(NWD)
St. Louis Park — 7e(MSD), 3g
St. Paul — 7eg(SPD)
Winona — 7eg(HD)

1. Anoka Electric Dept.
   2015 1st Ave. N., Anoka 55303
2. Duluth Dept. of Water & Gas
   414 W. 1st St., Duluth 55802
3. Minnegasco. Inc.
   201 S. 7th St., Minneapolis 55402
4. Minnesota Power & Light Co.
   30 W. Superior St., Duluth 55802
5. Moorhead Pub. Serv. Dept.
   P.O. Box 779, Moorhead 56560
6. North Central Public Service Co.
   1080 Montreal Ave., St. Paul 55116
7. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis 55401
   (FD) Fargo Div.
   2302 Gt. Northern Dr., Fargo, ND 58108
   (HD) Hiawatha Div.
   5050 Service Dr., Wenoma 55987
   (KD) Keystone Div.
   210 Lime St, Mankato 56001
   (LD) Lakeland Div.
   1700 E. County Rd. E, White Bear Lake 55110
   (MSD) Minneapolis Div
   1518 Chestnut Ave N., Minneapolis 55403
   (MTAD) Minnetonka Div
   5505 Co. Rd. 19, Shorewood 55331
   (NMD) Normandale Div
   5309 W. 70th St., Edina 55435
   (NOD) North Div
   4501-68th Ave. N., Brooklyn Center 55429
   (NWD) Northwest Div
   3515 3rd St. N., St. Cloud 56301
   (SPD) St. Paul Div
   825 Rice St., St. Paul 55117
8. Peoples Natural Gas Co.
   25 Main Pl., Council Bluffs, IA 51501
9. Rochester Public Utility Dept.
   506 1st Ave. N.E., Box 6057,
   Rochester 55903

Utilities serving cities under 25,000:

Cooperative Power Assn.
T. V. Lennick, Mgr.
1415 Lone Oak Rd.
Eden Prairie 55344
612/937-8599

United Power Assn.
Philip O. Martin, Gen. Mgr.
Elk River 55330
612/441-3121

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designated agencies listed below. Nearest airports shown in parentheses. (M) = Minneapolis/St. Paul.

Blaine (M)
Bloomington 5 (M)
Brooklyn Center (M)
Brooklyn Park (M)
Burnsville 2 (M)
Coon Rapids (M)
Crystal 5 (M)
Duluth 1-6, 18, 23, 24
Edina 5 (M)
Fridley 1, 5 (M)
Mankato 2, 8
Maplewood (M)
Minneapolis 1, 2, 5-29
Minnetonka (M)
Moorhead 1 (Fargo, ND)
Plymouth (M)
Richfield 5 (M)
Rochester 2, 17-19, 23, 24
Roseville 1 (M)
St. Cloud 1 (M)
St. Louis Park 1, 2, 5 (M)
St. Paul 1, 2, 5 (M)
Winona 1, 2, 5 (La Crosse, WI)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Duluth, Missabe & Iron Range Rwy.
4. Duluth, Winnipeg & Pacific Railway
5. Soo Line R.R. Co.

Airlines

6. American
7. Austin Airways
8. Bemidji Airlines
9. Continental
10. Delta
11. Eastern
12. Frontier Airlines
13. Great Lakes Aviation
14. Midway Airlines
15. Midwest Aviation
16. Norcanair
17. Northwest
18. Northwest Airlink-Mesaba Aviation
19. Ozark Air Lines
20. Pan Am Express-Republic
21. People Express
22. Piedmont
23. Republic
24. Republic Express-Express Airlines
25. Republic Express-Simmons
26. TWA
27. United
28. USAir
29. Western Airlines

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Austin	12	71	7980	536
Duluth	6	65	9901	150
Rochester	11	71	8277	479
St. Cloud	7	70	8965	397
Winona	13	73	7819	653

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	5
Iron ore (usable)—thou. long tons, gross wt.	34,300	1,472,700
Peat	33	1,747
Sand & gravel: (construction)	25,000	55,500
Stone:		
Crushed	9,000	29,000
Dimension	27	11,322
Combined value of clays, lime, and sand (industrial)		29,211
Total 1985 (preliminary)		1,599,485

* thousand short tons except as noted

DEVELOPMENT COUNSELORS:

State Development Agency

Callahan, Kathleen, Dpty. Cmsr.
Econ. Dev.
Minn. Dept. of Energy & Econ. Dev.
900 American Center Bldg.
St. Paul, 55101
612/296-3976

Areas & Others

Brooklyn Park
West, Ron, Dir. Community Dev.
City of Brooklyn Park
5800 85th Ave. No., 55443
612/425-4502

Duluth
Westin, Charles W., Exec. V.P.
NEMDA Northeastern Minn. Dev. Assn.
800 Alworth Bldg., 55802
218/722-1484

Maple Grove
Madsen, Alan A., Dir. Econ. Dev.
City of Maple Grove
9401 Fernbrook Lane, 55369-9998
612/420-4000

Minneapolis
Threlkeld, Mark D., Econ. Dev. Mgr.
Gtr. Minneapolis Chamber of Comm.
15 S. Fifth St., 55402
612/370-9154

St. Paul
Dunshee, Donald G., C.I.D., Ind. Dev. Dir.
St. Paul Port Auth.
25 W. 4th St., Ste. 1305, 55102
612/224-5686

Wilmar
Larson, Lee, CID, CED
Econ./Community Dev. Specialist
Mid-Minn. Dev. Cmsn.
333 West 6th St., 56201
612/235-8504

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives, including jobs/investment tax credits for new & expanding business
- Tax-exempt bonds for distribution & warehouse facilities, office buildings, agricultural projects, commercial facilities
- Tax-exempt bonds for buildings, land, & equipment
- Tax-exempt bonds for pollution control
- Special financing & taxation incentives for companies expanding in certain urban areas, including enterprise zones
- Aid for job training
- Freeport law
- Tax-exempt inventories
- Economic Development Major Industry Fund program using inactive state funds to back bank loans to industry
- Foreign trade zones located in Kansas City & St. Louis metro. areas
- State loans/loan guarantees
- Grants for research creating new jobs in high technology
- Corporation for Science & Technology and Innovation Centers to encourage development of scientific & technological resources
- Tax-exempt mfg. machinery (sales tax)

Tax rates:

Corporate income tax	5%
Personal income tax	$315 + 6% of excess over $9,000
Personal property tax	varies locally
Sales tax	4.225%
Franchise tax	1/20 of 1% of company assets

Incorporation tax fee:
Domestic — $5[illegible] for the first $30,000 or less; over $30,000, $5 for every $10,0[illegible] excess
Foreign — $63 for the first $30,000 or less, with additional fees based on amount of property or capital based in Missouri

Inventory tax	exempt
Gasoline tax	$.07/gal.

Advanced education facilities:

Four-year colleges & universities	39
Two-year or junior colleges	22
Public area vocational schools	58
Technical & professional schools	9
Theological schools	16

Medical facilities:

Hospitals	183
Clinics	NA

Labor Analysis:

Civilian labor force	2,575,397 (7/86 prelim.)
High school graduates	49,204 (85-86)

For additional labor market information, contact Div. of Employ. Security, Dept. of Labor & Industrial Relations, P.O. Box 59, Jefferson City, MO 65104, 314/751-3215

Environment controls:

Air & water pollution: Missouri Div. of Environ. Quality, P.O. Box 1368, Jefferson City, MO 65102, 314/751-3241

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1986
MISSOURI	4,917.4	5,093.8
Blue Springs	25.9	NA
Cape Girardeau	34.4	NA
Columbia	62.1	65.4
Florissant	55.4	57.1
Independence	111.8	114.2
Jefferson City	33.6	NA
Joplin	38.9	39.9
Kansas City	448.2	445.9
Kirkwood	28.0	NA
Lee's Summit	28.7	NA
Raytown	31.8	NA
St. Charles	37.4	49.0
St. Joseph	76.7	75.0
St. Louis	453.1	430.4
Springfield	133.1	140.0
University City	42.7	42.8

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1986
Columbia	100.4	108.8
Joplin	127.5	134.3
Kansas City, MO/KS	1,433.0	1,497.5
St. Joseph	87.9	86.7
St. Louis, MO/IL	2,377.0	2,416.7
Springfield	207.7	224.1

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MISSOURI	422.6	41.0	9.80
Kansas City	118.2	41.7	11.47
St. Louis	217.4	41.3	10.98
Springfield	19.9	43.9	8.88

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSOURI	2,586.8	162.3	6.3
Kansas City	814.3	36.2	4.5
St. Louis	1,270.5	94.3	7.4
Springfield	121.3	5.9	4.9

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	St. Louis MO/IL 3/85	Kansas City MO/KS 9/86
Office, professional, & technical		
Payroll clerks	$ 7.71	8.36
Accounting clerks	7.53	8.00
File clerks	5.13	5.78
Typists	6.32	6.50
Key entry operators	6.34	7.43
Secretaries	8.97	9.24
Stenographers	8.32	10.30
Switchbd opr-recept's	5.85	6.35
Word processors	NA	7.87
Drafters	11.34	10.76
Electronics technicians	13.43	13.81
Computer operators	8.34	9.59
Computer programmers	12.07	13.25
Computer systems analysts	16.14	15.44
Maintenance & powerplant		
Carpenters	13.47	12.76
Electricians	14.34	14.16
Engineers, stationary	12.89	13.79
Machinists	14.77	14.96
Mechanics (machinery)	11.89	12.44
Tool & die makers	14.83	14.67
Custodial & material movement		
Guards	5.22	5.42
Janitors, porters & cleaners	5.11	5.62
Laborers, mat'l hdlg	10.75	10.00
Shippers & receivers	10.49	9.70
Truckdrivers	11.95	11.92
Forklift operators	11.06	10.89

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	94.8	NA	NA

MISSOURI

MANUFACTURING		
429.3	40.2	9.56
DURABLE GOODS		
244.9	41.0	10.33
Lumber & wood prods.-SIC 24		
10.0	38.8	6.18
Furniture & fixtures-SIC 25		
10.1	42.9	7.31
Stone, clay, & glass prods.-SIC 32		
11.0	41.0	10.40
Primary metal industries-SIC 33		
12.8	40.4	10.78
Fabricated metal products-SIC 34		
28.8	41.2	9.52
Machinery, except electrical-SIC 35		
31.5	40.7	9.97
Electrical & electronic equip.-SIC 36		
50.5	40.4	9.36
Transportation equipment-SIC 37		
71.1	42.4	13.37
Instruments & related prods.-SIC 38		
11.7	39.6	7.45
Misc. mfg. industries-SIC 39		
7.3	39.0	6.53

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

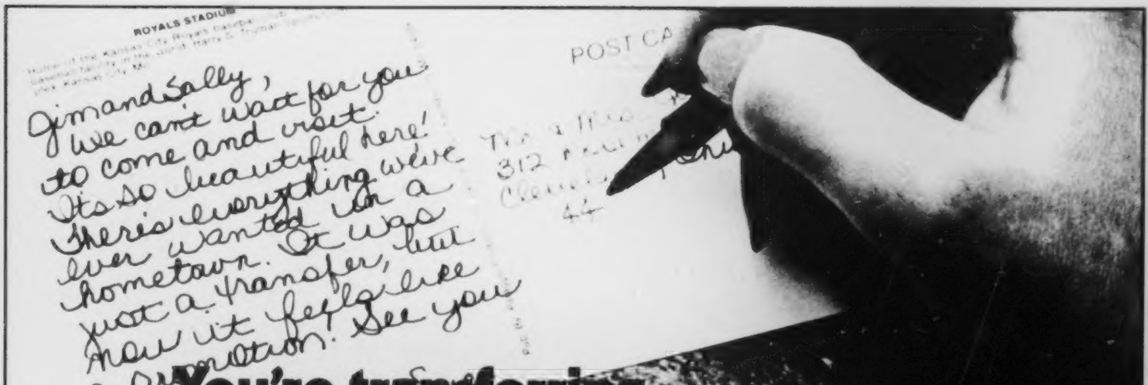
Blue Springs 8 (Kansas City)
Cape Girardeau 2, 17, 25, 44
Columbia 12, 25, 31, 39, 47
Florissant (St. Louis)
Independence 8, 17 (Kansas City)
Jefferson City 17, 25, 31, 39, 46, 47
Joplin 2, 9, 17, 31, 39, 44, 47
Kansas City 1, 2, 4, 7-9, 11-13, 17, 21, 24, 26-28, 30-32, 34, 36-38, 40, 43, 45, 48-52
Kirkwood 2, 17 (St. Louis)
Lee's Summitt 17 (Kansas City)
Raytown 13 (Kansas City)
St. Charles 10, 12 (St. Louis)
St. Joseph 1, 2, 4, 17 (Kansas City)
St. Louis 2-6, 8, 10-13, 15-17, 19-21, 25, 28-30, 32, 33, 35, 37-43, 45-51
Springfield 2, 17, 18, 22, 23, 31, 32, 38, 39, 44, 47
University City 16 (St. Louis)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chessie System Railroads
4. Chicago & North Western System
5. Conrail
6. CSX Transportation, Inc.
7. Denver & Rio Grande Western R.R.
8. Illinois Central Gulf R.R. Co.
9. Kansas City Southern Railway Co.
10. Missouri-Kansas-Texas R.R. Co.
11. Norfolk Southern Corp.
12. Norfolk and Western Railway
13. St. Louis Southwestern Railway Co.
14. Soo Line Railroad
15. Southern Railway
16. Terminal R.R. Assn. of St. Louis
17. Union Pacific Railroad

Airlines

18. Air Midwest
19. Alaska Airlines
20. Allegheny Commuter
21. American
22. American Eagle
23. America West
24. Braniff
25. Britt Airways
26. Capitol Air Service
27. Continental
28. Delta
29. Delta Connection-Comair
30. Eastern
31. Eastern Air Midwest
32. Frontier Airlines
33. Green Hills Aviation
34. Iowa Airways
35. Jet America Airlines
36. Midway Airlines
37. Northwest
38. Ozark Air Lines
39. Ozark Midwest-Air Midwest
40. Pan Am Express-Republic
41. People Express
42. Piedmont
43. Republic
44. Republic Express-Express Airlines
45. Southwest Airlines
46. Trans Mo Airlines
47. Trans World Express-Resort Air
48. TWA
49. United
50. USAir
51. Western Airlines
52. World Airways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Kansas City, Missouri 64138

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Circle 67 on Brochure Service Card

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blue Springs — 4e, 8e, 6g
Cape Girardeau — 11eg
Columbia — 1e, 11g
Florissant — 11e, 7g
Independence — 3e, 4e, 6g
Jefferson City — 11eg
Joplin — 2e, 6g
Kansas City — 4e, 8e, 6g
Kirkwood — 5e, 7g
Lee's Summit — 8e, 6g
Raytown — 4e, 8e, 6g
St. Charles — 11e
St. Joseph — 9e, 6g
St. Louis — 11e, 7g
Springfield — 10eg
University City — 11e, 7g

1. Columbia Water and Lt. Dept.
   7th & Broadway, Box N, Columbia 65205
2. Empire Dist. Electric Co.
   P.O. Box 127, Joplin 64802
3. Independence Power & Lt. Dept.
   21500 E. Truman Rd., Independence 64056
4. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City 64105
5. Kirkwood Electric Light Dept.
   212 S. Taylor Ave., Kirkwood 63122
6. KPL Gas Service
   818 Kansas Ave., Box 889, Topeka 66601
7. Laclede Gas Co.
   720 Olive St., St. Louis 63101
8. Missouri Public Service Co.
   (Utilicorp United, Inc.)
   10700 E. M350 Hwy., Kansas City 64138
9. St. Joseph Light & Power Co.
   520 Francis St., St. Joseph 64502
10. Springfield City Utilities
    301 E. Central, JS Box 551, Springfield 65801
11. Union Electric Co.
    1901 Gratiot St., St. Louis 63103

Utilities serving cities under 25,000:

Associated Elec.Co-op, Inc.
Gerald F. Diddle, Mgr.
P.O. Box 754
Springfield 65801
417/881-1204

Central Electric Power Co-op
Carl M. Herren, Mgr.
P.O. Box 269
Jefferson City 65101
314/634-2454

M&A Elec. Power Co-op
Robert E. Stagner, Mgr.
P.O. Box 670
Poplar Bluff 63901
314/785-9651

Northeast Missouri Elec. Power Co-op
Robert E. Shaw, Gen. Mgr.
P.O. Box 191, Palmyra 63461
314/769-2107

N.W. Elec. Power Co-op, Inc.
Richard W. Foster, Mgr.
P.O. 312, Cameron 64429
816/632-2121

Sho-Me Power Corp.
John K. Davis, Mgr.
P.O. Box D, Marshfield 65706
417/468-2615

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	3,900	179,000
Masonry	130	6,550
Clays (excl. fuller's earth)	1,849	24,255
Copper — metric tons (recov. cont. of ores, etc.)	12,907	19,037
Gem stones	NA	10
Iron ore — thou. long tons	1,050	W
Lead — metric tons (recov. cont. of ores, etc.)	360,019	150,805
Sand & gravel:		
Construction	7,500	19,400
Industrial	570	8,000
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	2,016	12,499
Stone (crushed)	45,600	149,000
Zinc — metric tons (recov. cont. of ores, etc.)	55,000	49,108
Combined value of barite, clays (fuller's earth) (1984), iron oxide pigments (crude), lime, stone (dimension), and values indicated by symbol W		117,782
Total 1985 (preliminary)		735,446

* thousand short tons except as noted
W withheld to avoid disclosing company propriety data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Columbia	28	78	5206	1269
Jefferson City	30	78	4897	1330
Joplin	33	80	4321	1628
Kansas City	26	79	5283	1333
Saint Charles	29	78	4949	1412
St. Joseph	25	79	5453	1347
St. Louis	29	79	4938	1468
Springfield	32	78	4660	1374

DEVELOPMENT COUNSELORS:

State Development Agency

Martin, Edmund Albert, Proj. Mgr.
Missouri Div. of Comm. & Ind. Dev.
P.O. Box 118
Jefferson City, 65101
314/751-3674

Areas & Others

Clinton
Owens, Francis E., CID
Econ. Dev. Dir.
City of Clinton
105 East Ohio, 64735
816/885-6121

Jefferson City
Hayter, William D., C.I.D.
Sales & Ind. Dev. Mgr.
Central Electric Power Coop.
2106 Jefferson St.
Box 269, 65102
314/634-2454

Joplin
Tonjes, Gary, Pres./Gen. Mgr.
Joplin Chamber of Comm.
P.O. Box 1178, 64802
417/624-4150

Kansas City
Kirk, Harold L., CID
Ind. Dev. Mgr.
Missouri Public Service
10700 E. M350 Highway
P.O. Box 11739, 64138
816/737-9346
Lee, Everett M., Area Dev. Mgr.
Access 2000
Longview Square Sta.
P.O. Box 35063, 6839 Longview Rd. 64134
816/737-9346
Monroe, James W., C.I.D., Pres.
Kansas City Area Econ. Dev. Council
Ste. 600, 920 Main St., 64105
816/221-2121
Wheeler, Charles E., C.I.D., Exec. Dir.
Platte Cty. Ind. Dev. Cmsn.
10920 Ambassador Dr.
Suite 531, 64153
816/891-9480

Perryville
Tucker, Tom, Exec. Dir.
Southeast Mo. Reg. Plng. & Econ. Dev. Cmsn.
1 West St., P.O. Box 366, 63775
314/547-8357

St. Joseph
Price, Steve, Mgr. E.D.
St. Joseph E.D.G.
P.O. Box 1394, 64502
816/232-4461

St. Louis
Grosser, Eileen E., Mktg. Dir.
St. Louis Cty. Econ. Council
130 South Bemiston
Ste. 800, 63105
314/721-0900
Holderread James E., V.P. Mktg.
F.L. Sweeney Corp.
744 Office Pkwy., 63141
314/569-1077
Pinker, Gregory L., Mgr.-RE Oper.
Missouri Improvement Co.
210 North 13th St., Rm. 1111, 63103
314/622-2635

Sedalia
Wimmer, G.R., Exec. V.P.
Sedalia-Pettis Cty. Dev. Corp.
P.O. Box 1266, 65301
816/827-0884

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STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings, land, & equipment, including pollution control
- On-the-job training & pre-employment training program
- Two Foreign Trade Zones: No. 19 Omaha, No. 59 Lincoln

Tax rates:

- Corporate income tax ....4.75% on first $50,000 & 6.65% over $50,000, based on federal taxable income attributable to Nebraska operations
- Personal income tax ....19% of federal tax paid
- Sales tax.......................................3½% The cities of Bellevue, Chadron, Chappell, Gordon, Kimball, LaVista, Lewellen, Nebraska City, Norfolk, North Platte, Ogallala, Oshkosh, Rushville, & Sidney levy an additional 1% (Omaha and Lincoln levy an additional 1½%)
- Incorp. & franchise tax ....NA
- Inventory tax .... 100% exemption of personal property on inventory
- Gasoline tax................ $.172/gal. (1986)

Advanced education facilities:

- Four-year colleges & universities 19
- Two-year or junior colleges.............NA
- Vocational & business schools........16

Medical facilities:

- Hospitals 113
- Clinics..NA

Labor analysis:

- Civilian labor force........ 812,000 (1985)
- High school graduates .. 20,202 (1985)

For additional labor market information, contact Div. of Employ., Dept. of Labor, P.O. Box 94600, State House Station, 550 S. 16th St., Lincoln, NE 68509, 402/475-8451

Environment controls:

Air & water pollution: Dennis Grams, Dir., Nebraska Dept. of Environ. Control, Box 94877, Lincoln, NE 68509, 402/471-2186

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
NEBRASKA	1,570.0	1,622.4
Grand Island	33.2	NA
Lincoln	171.9	183.3
Omaha	311.7	343.4

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Lincoln	192.9	206.4
Omaha, NE/IA	585.0	612.4
Sioux City, IA/NE	117.5	118.4

LABOR:

Manufacturing Payrolls

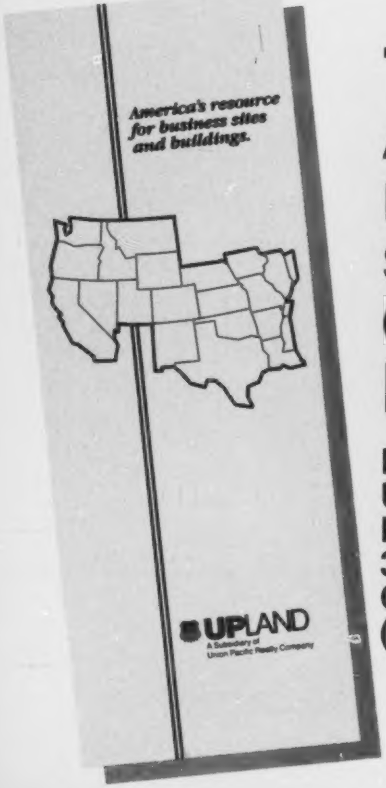
*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEBRASKA	89.0	40.9	9.17
Lincoln	13.1	40.5	9.95
Omaha	34.3	41.0	9.78

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	26.5	NA	NA
MANUFACTURING	88.9	40.3	9.03
DURABLE GOODS	44.0	40.7	9.24
Lumber & stone, clay, & glass–SIC 24	4.3	40.4	3.64
Furniture & fixtures–SIC 25	1.6	NA	NA
Primary & fabricated metals–SIC 33	8.3	40.6	9.53
Machinery, except electric–SIC 35	10.6	NA	NA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(402) 280-4730

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COMPANY NAME ______

ADDRESS ______

CITY ______

STATE ______ ZIP ______

OPPD

Omaha Public Power District
Area Development Department
1623 Harney Street
Omaha, Nebraska 68102-2247
402/536-4347

Machinery & transp.-SIC 35	24.8	41.1	9.58
Electrical & electronic equip.-SIC 36	9.4	NA	NA
Transportation equipment-SIC 37	4.7	NA	NA
Instruments & misc. mfg.-SIC 38	5.0	NA	NA

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEBRASKA	809.8	31.9	3.9
Lincoln	113.6	3.1	2 7
Omaha	307.2	14.0	4.6

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Omaha NE/IA 10/85
Office, professional, & technical	
Payroll clerks	$ 7.80
Accounting clerks	7.22
File clerks	5.46
Typists	6.12
Key entry operators	6.22
Secretaries	8.16
Stenographers	10.51
Switchbd opr-recept's	5.78
Drafters	10.18
Electronics technicians	NA
Computer operators	9.29
Computer programmer	12.59
Computer systems analysts	15.95
Maintenance & powerplant	
Carpenters	9.83
Electricians	12.41
Engineers, stationary	10.85
Machinists	13.38
Mechanics (machinery)	11.24
Custodial & material movement	
Guards	4.21
Janitors, porters & cleaners	5.03
Laborers, mat'l hdlg	10.16
Shippers & receivers	7.79
Truckdrivers	10.08
Forklift operators	9.35

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Grand Island 1, 8, 9, 13, 15
Lincoln 1, 6, 8, 11, 13, 15, 16, 20, 24
Omaha 1-25

Railroads

1. Burlington Northern R.R. Co.
2. Chicago, Central & Pacific Railroad
3. Chicago & North Western System
4. Illinois Central Gulf R.R. Co.
5. Iowa Interstate Railroad Ltd.
6. Missouri-Kansas-Texas R.R. Co.
7. Soo Line Railroad
8. Union Pacific Railroad

Airlines

9. AAA Airlines
10. American
11. America West
12. Continental
13. Continental Commuter-Rocky Mountain Airways
14. Eastern
15. Eastern Air Midwest
16. Frontier Airlines
17. GP Express
18. Iowa Airways
19. Northwest
20. Ozark Air Lines
21. People Express
22. Republic
23. TWA
24. United
25. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Grand Island — 1e, 5g
Lincoln — 2e, 4g
Omaha — 6e, 3g

1. Grand Island Utilities
   208 N. Pine, Box 1968, Grand Island 68802
2. Lincoln Electric Sys., 1200 N St., Box 80869, Lincoln 68501
3. Metropolitan Utilities District of Omaha
   1723 Harney St., Omaha 68102
4. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
5. Northwestern Pub. Service Co.
   Northwestern Nat'l Bank Bldg.
   Huron, SD 57350
6. Omaha Public Power District
   1623 Harney St., Omaha 68102-2247

Utilities serving cities under 25,000:

Central Nebraska PPID
Frank J. Dragoun, Gen. Mgr.
P.O. Box 356, Holdrege 68949
308/995-8601

Nebraska Elec. G&T Co-op, Inc.
K. E. Brooks, Mgr.
P.O. Box 456, Columbus 68601
402/564-8142

Nebraska Pub. Power Dist.
Roy D. Landis, Area Dev. Mgr.
P.O. Box 499, Columbus 68601
402/563-5581

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F		Degree Days	
	Jan	Jul	Heating	Cooling
Grand Island	21	77	6482	1028
Lincoln	22	79	5967	1263
Omaha	20	78	6194	1166

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	162	500
Gem Stones	NA	10
Sand & gravel (construction)	10,700	27,300
Stone (crushed)	3.600	21,200
Combined value of other nonmetals		52,850
Total 1985 (preliminary)		101,860

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Bates, Rod, Dir.
Nebraska Dept. of Econ. Dev.
P.O. Box 94666
301 Centennial Mall S.
Lincoln, 68509
402/471-3747

Areas & Others

Columbus

Landis, Roy D., C.I.D., Mgr.
Dept. of Area Development
Nebraska Public Power District
P.O. Box 499, 68601
402/563-5581

Lincoln

Malloy, Patrick J., Ind. Dev. Dir.
Lincoln Chamber of Comm.
1221 N St., Suite 606, 68508
402/476-7511

Omaha

Adams, Harold R., Dir.-RE Oper.
Upland Industries Corp.
302 South 36th St., 68131
402/280-4820

Black, C.R., Gen. Dir.
Union Pacific System
1416 Dodge St., Rm. 1030, 68179
402/271-3900

Churchill, Toby
Upland Ind. Corp.
Blackstone Centre
302 S. 36th St., 68131
402/280-4818

Moseman, Rod, Dir.
Omaha Econ. Dev. Council
1301 Harney St., 68102
402/346-5905

Sykora, Richard, Area Dev. Mgr.
Omaha Public Power District
1623 Harney St., 68127
402/536-4347

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training

Tax rates:

Corporate income tax .... graduated
Personal income tax .... graduated
Personal property tax .... none
Sales tax .... 5% (3% for farm machinery, irrigation equipment, &

mobile homes)
Incorp. & franchise tax ....none
Inventory tax ....none
Gasoline tax .... $.13/gal.

Advanced education facilities:

Four-year colleges & universities 11
Two-year or junior colleges.................2
Vocational & business schools........41

Medical facilities:

Hospitals 57
Clinics..132

Labor analysis:

Civilian labor force 310,900 (Dec. 1986)
High school graduates 9,651

For additional labor market information, contact Job Service North Dakota, 1000 E. Divide Ave., P.O. Box 1537, Bismarck, ND 58505, 701/324-3106

Environment controls:

Air pollution: Gene Christianson, Environ. Engineering, North Dakota State Health Dept., 1300 Missouri Valley Bldg., Bismarck, 58505, 701/224-2348

Water pollution: Francis (Fritz) Schwindt, Water Supply & Pollution Control (same address as above) 701/224-2354

POPULATION:

Cities over 25,000

	Census 1980 Thousands	Estimate 1986
NORTH DAKOTA	652.7	699.9
Bismarck	44.5	50.8
Fargo	61.3	68.0
Grand Forks	43.8	45.2
Minot	32.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1986
Bismarck	80.0	91.7
Fargo-Moorhead ND/MN	137.6	148.2
Grand Forks	66.1	70.5

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH DAKOTA	15.3	37.8	8.18
Fargo-Moorhead	4.7	NA	NA

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	11.7	NA	NA
MANUFACTURING	15.4	38.6	8.06
DURABLE GOODS	6.4	39.8	8.46
Stone, clay, & glass prods.-SIC 32	0.8	NA	NA
Fabricated metal products-SIC 34	0.7	NA	NA
Machinery & transp. equip.-SIC 35	3.9	NA	NA

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH DAKOTA	357.0	19.7	5.5
Bismarck	46.4	2.7	5.9
Fargo-Moorhead	81.5	2.7	3.3
Grand Forks	35.0	1.4	4.1

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Bismarck 1-6, 9
Fargo 1, 3, 4, 6, 8
Grand Forks 1, 4, 6, 7
Minot 1-3, 6

Railroads

1. Burlington Northern R.R. Co.
2. Soo Line R.R. Co.

Airlines

3. Frontier Airlines
4. Northwest
5. Northwest Airlink-Big Sky
6. Republic
7. Republic Express-Express Airlines
8. United
9. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bismarck — 1eg
Fargo — 2eg
Grand Forks — 2eg
Minot — 2e, 1g

1. Montana-Dakota Utilities Co.
   (MDU Resources Group, Inc.)
   400 N. 4th St., Bismarck 58501
2. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis, MN 55401

NSPC — Fargo Div.
2302 Gt. Northern Dr., Fargo 58108
NSPC — Grand Forks Div.
1206 5th Ave. S., Grand Forks 58201
NSPC — Minot Div.
24 Second Ave., S.E., Minot 58701

Utilities serving cities under 25,000:

Basin Elec. Power Co-op, Inc.
Robert L. McPhail, Gen. Mgr.
1717 E. Interstate Ave.
Bismarck 58501
701/223-0441

Central Power Elec. Co-op, Inc.
Gary Williamson, Mgr.
P.O. Box 1576, Minot 58701
701/852-4407

Minnkota Power Co-op, Inc.
Lyle D. Lund, Gen. Mgr.
P.O. Box 1318, Grand Forks 58201
701/795-4000

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	2
Lime	42	4,101
Sand & gravel (construction)	6,900	13,800
Combined value of clays, peat, and salt		4,595
Total 1985 (preliminary)		22,498

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Bismarck	7	70	9075	473
Fargo	4	71	9343	476
Grand Forks	2	69	9881	418
Minot	6	69	9415	423

DEVELOPMENT COUNSELORS:

State Development Agency

Patrie, William, Dir.
Econ. Dev. Cmsn.
Liberty Memorial Bldg.
Bismarck, 58505
701/224-2810

Areas & Others

Bismarck
Jacobson, Gary, Staff Asst.
Basin Elec. Power Coop.
1717 E. Interstate Ave., 58501
701/223-0441 Ext. 2324

Fargo
Sticka, Toby, Exec. Dir.
Fargo-Cass Cty. Ind. Dev. Corp.
321 N. Fourth St., 58102
701/237-6132

Jamestown
Johnson, Irene J., Econ. Dev. Mgr.
Otter Tail Power Co.
P.O. Box 2220, 58402
701/252-0540

SOUTH DAKOTA

STATE INFORMATION:

Financial assistance to industry:

No corporate tax
No personal income tax
No personal property tax
No business inventory tax
Bonds for buildings & equipment
Bonds for pollution control
Aid for job training
Local property tax abatements
Loan packaging assistance

SOUTH DAKOTA

Tax rates:

Corporate income tax .... none
Personal income tax .... none
Sales tax .... 4% (2% local option)
Incorporation tax .... graduated from $40 for $25,000 or less capitol stock to $500 if capital stock is over $4.5 million but not over $5 million. $40 for each additional $500,000. Max. tax: $16,000
Franchise tax $10
Inventory tax .... none
Gasoline tax .... $.13/gal.

Advanced education facilities:

Four-year colleges & universities 12
Two-year or junior colleges 1
Vocational & business schools 4

Medical Facilities:

Hospitals 58
Clinics .... 80 (approx.)

Labor Analysis:

Civilian labor force 363,700 (7/86)
High school graduates 8,949

For additional labor market information, contact Labor Market Info. Center, P.O. Box 1730, Aberdeen, SD 57401, 605/622-2314

Environment controls:

Air & water pollution: Jim Nelson, Div. Dir., Dept. of Water & Natural Resources, 523 E. Capitol, Pierre, SD 57501, 605/773-3351

POPULATION:

Cities over 25,000

	Census 1980 Thousands	Estimate 1986
SOUTH DAKOTA	690.2	719.3
Aberdeen	26.0	NA
Rapid City	46.5	52.0
Sioux Falls	81.3	91.9

Metropolitan Statistical Area (MSA)

	Census 1980 Thousands	Estimate 1986
Sioux Falls	109.4	122.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH DAKOTA	29.5	42.2	7.69
Sioux Falls	8.5	46.5	7.91

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH DAKOTA	359.9	14.6	4.1
Rapid City	39.0	1.3	3.5
Sioux Falls	69.4	2.3	3.3

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	9.4	NA	NA
MANUFACTURING	27.4	41.8	7.44
DURABLE GOODS	15.1	41.5	7.33
Fabricted metals, machinery–SIC 34	9.3	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Aberdeen 1, 2, 5, 8
Rapid City 2-5, 7, 9-11
Sioux Falls 1, 2, 4-8, 10, 11

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System

Airlines

3. Continental Commuter-Trans Colorado Arlns.
4. Frontier Airlines
5. Northwest Airlink-Mesaba Aviation
6. Ozark Air Lines
7. Republic
8. Republic Express-Express Arlns.
9. Trans Colorado Airlines
10. United
11. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Aberdeen — 5eg
Rapid City — 1e, 3g
Sioux Falls — 4e, 6e, 2g

1. Black Hills Corp.
   625 9th St., Box 1400, Rapid City 57709
2. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
3. Montana-Dakota Utilities Co.
   (MDU Resources Group, Inc.)
   400 N. 4th St., Bismarck, ND 58501
4. Northern States Power Co. (Minn)
   414 Nicollet Mall, Minneapolis, MN 55401
   NSPC — Sioux Falls Div.
   500 W. Russell, Sioux Falls 57104
5. Northwestern Public Service Co. 3rd St. & Dakota Ave., S., Huron 57350
6. Sioux Falls Mun. Lt. & Pwr. Dept.
   2000 N. Minnesota Ave., Sioux Falls 57104

Utilities serving cities under 25,000:

East River Elec. Power Co-op, Inc.
Robert Feragen, Gen. Mgr.
Lock Drawer E, Madison 57042
605/256-4536

Heartland Consumers Power Dist.
Wendell J. Garwood, Gen. Mgr.
P.O. Box 248, Madison 57042
605/256-6536

Rushmore Elec. Power Co-op, Inc.
Harvey K. Malon, Mgr.
P.O. Box 2414, Rapid City 57709
605/342-4759

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Aberdeen	8	72	8570	589
Rapid City	21	73	7301	667
Sioux Falls	12	74	7885	749

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	5	300
Portland	700	35,700
Clays (excl. bentonite)	123	404
Feldspar	W	W
Gem stones	NA	70
Gold — troy ozs. (recov. cont. of ores, etc.)	348,908	113,395
Sand & gravel (construction)	5,200	11,500
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	75	465
Stone:		
Crushed	4,000	13,300
Dimension	42	16,462
Combined value of beryllium (1984), clays (bentonite), gypsum, lime, mica (scrap), and value indicated by symbol W		5,427
Total 1985 (preliminary)		197,023

* thousand short tons except as noted
w withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Scott, Dan, Dev. Mktg. Mgr.
S.D. Dept. of State Dev.
711 Wells
Pierre, 57501
605/773-5032

Areas & Others

Huron
Tucker, William V., Pres.
Gtr. Huron Dev. Corp.
15 Fourth St., S.W., 57350
605/352-8775

Pierre
Untereiner, Bonnie, Dev. Svc. Mgr.
S.D. Dept. of State Dev.
Capitol Lake Plaza, 57501
605/773-5032

Rapid City
Shelton, Wesley D., Dir.
Rapid City Area Econ. Dev.
P.O. Box 747, 57709
605/343-1880

Sioux Falls
Stenseth, David L., Pres.
Sioux Falls Dev. Fdtn.
131 E. Tenth St., 57102
605/339-0103

WEST SOUTH CENTRAL

- ARKANSAS
- LOUISIANA
- OKLAHOMA
- TEXAS

Regional Review

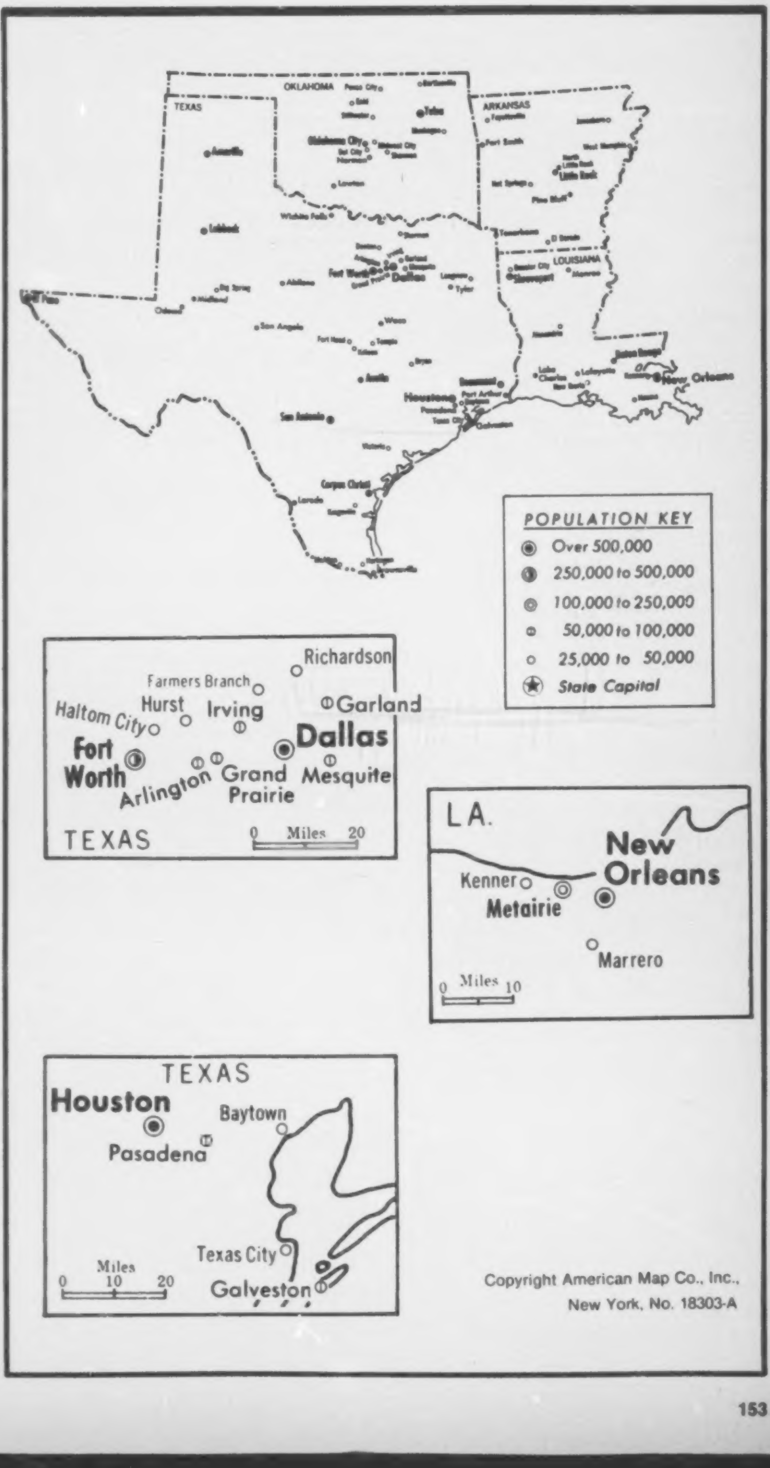
From all indications, the region was only moderately healthy last year. The area was heavily reliant on oil and agriculture, both of which were ailing, but there was enough diversity in other industries to keep the economy afloat.

The Grant Thornton study entitled *General Manufacturing Climates* notes that growth in the region has slowed but that it's still moving. It maintains, however, that "if the bottom really drops out of the oil barrel, the area could fall into recession." The study sums up the region this way: "The [West] South Central region is clearly in the throes of rapid change economically, politically, and demographically. Indications are that growth will be much slower than in recent years and that diversification of the economy will continue."

The Ameritrust/SRI *Indicators of Economic Capacity* study says the region "ranks among the middle and lower third of U.S. regions on most. . .accessible technology and skilled adaptable labor indicators." It also states that the region "scores in the mid-range among U.S. regions on the capital availability indicators."

Arkansas. Last year was a good year for plant locations in Arkansas—there were record expansions in the state. However, many rural areas were and are in trouble—they are losing light-industrial plants and agriculture hasn't done well for several years. At the same time, small urban cities are enjoying growth.

According to Windell R. Adams, special assistant to the director at the Arkansas Industrial Development Commission, "Perhaps the biggest news in Arkansas are the results of Act #529 of 1985, which provide for a 7% sales-tax exemption for plant expansions going over $5 million in total investment. Since



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enactment, over $1 billion in expansions have been approved—a record volume of expansions over any other similar period in history."

The primary industry in Arkansas is food, specifically, poultry processing. This industry is on the rise due to increased demand—consumers are eating more poultry and fish.

Louisiana. There was more than $2.8 billion in manufacturing and business investment in Louisiana last year. However, oil exploration and drilling continued to be depressed due to the world oil glut and low prices for petroleum, and the state's economy came to a standstill. Some good has come out of the oil trouble: The lower prices have strengthened petrochemicals in the state.

Legislation in 1986 provided for increased funding in certain economic development promotional activities and provided for the creation of the Louisiana Economic Recovery Council.

The Louisiana State Board of Commerce and Industry approved applications for more than $2.5 billion in manufacturing projects, which involved 74 new plants and 675 expansions. The projects are expected to generate 9,370 permanent new jobs and involve 24,603 construction jobs.

Oklahoma. Oklahoma is another state being hurt by the dropping price of oil. State officials expect gross revenue from oil production taxes to decrease by $79 million in 1987.

Legislation in 1986 included passage of an amendment to the state constitution that increases the bonding limit of the Oklahoma Industrial Finance Authority from $20 million to $90 million. In addition, there were major reforms made to the state's workers' compensation legislation, which should reduce employer rates.

The state is aggressively pursuing overseas business. Oklahoma will be the first state to establish an economic development marketing plan in India. To attract United Kingdom and Continental European business, the state negotiated an agreement with the international banking firm of Morgan Grenfell and Company of London. The company will advise Oklahoma on British and Continental companies seeking to expand in the United States.

Texas. Although there has been a decline in the energy sector of the Texas economy, the number of jobs increased slightly in the last quarter of 1986, and the upward trend is expected to continue during 1987. This is according to the Texas Economic Development Commission, which also says that Texas offers a skilled labor force at competitive wage rates and that the cost of existing buildings and the cost of living have decreased in the state.

While the state has been hurt by the oil crisis, electric and electronic equipment make up the state's largest and fastest-growing industry. Some of the new facilities in 1986 reflect this growth: Boeing Electronics Company opened a facility in Corinth, employing 200; General Dynamics Corporation opened a facility in Forth Worth, employing 500; Memory-Tech Inc. opened a facility in Plano, employing 200; and Motorola opened a facility in Farmers Branch, employing 300.

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for pollution control
- Bonds for buildings, land, & equip.
- State guarantee for $2 million in bonds
- Aid for job training
- Free port law
- Foreign Trade Zone on Arkansas River
- Enterprise zones
- Investment tax credits

Tax rates:

Corporate income tax .... 1%-6% over $25,000 net
Personal income tax .... 1%-7% over $25,000
Sales tax 4%
exemptions for mfg. equipment
Franchise & incorp. tax $1.10/M
Inventory tax ...$5.80 per $1000 market value
Gasoline tax .... $.135/gal.

Advanced education facilities:

Four-year colleges & universities 20
Two-year or junior colleges...............12
Vocational & business schools........33

Medical facilities:

Hospitals ....125 all inclusive
Clinics...NA

Labor analysis:

Civilian labor force..... 1,051,000 (1985)
High school graduates 26,527 (1985-1986)

For additional labor market information, contact Employ. Security Div., ESD Bldg., Capitol Mall, Little Rock, AR 72201, 501/371-2121

Environment controls:

Air pollution: Wilson Tolefree, Air Div. Chief, Dept. of Pollution Control & Ecology, 8001 National Dr., Little Rock, AR 72209, 501/562-7444

Water pollution: James Shell, Water Div. Chief, (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1986 —Thousands—
ARKANSAS	2,285.5	2,401.6
El Dorado	26.7	NA
Fayetteville	36.6	36.6
Fort Smith	71.4	75.0
Hot Springs	35.2	NA
Jacksonville	27.6	28.9
Jonesboro	31.5	NA
Little Rock	158.5	173.0
North Little Rock	64.4	66.0
Pine Bluff	56.6	62.4
Springdale	23.5	26.0
Texarkana*	52.8	56.3
West Memphis	28.1	27.7

* Texarkana is a two-state city. Total includes both Ark. and Tex.

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1986 —Thousands—
Fayetteville-Springdale	99.7	107.6
Fort Smith, AR/OK	162.5	178.5
Little Rock-North Little Rock	474.0	505.0
Memphis, TN/AR/MS	912.9	932.8
Pine Bluff	90.7	90.0
Texarkana, TX/AR	113.1	120.7

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
ARKANSAS		
215.5	41.4	7.77
Fayetteville-Springdale		
9.9	39.6	7.07
Fort Smith		
25.0	39.2	8.31
Little Rock-North Little Rock		
32.8	42.2	8.48
Pine Bluff		
6.0	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARKANSAS		
1,081.3	92.0	8.5
Fayetteville-Springdale		
54.5	2.7	4.9
Fort Smith		
86.1	6.2	7.2

POWER MOVE.

■ More and more companies on the move are finding there are a lot of powerful advantages in moving to the Arkansas Power & Light service area.

Like our central location in Arkansas and southeast Missouri, for example. Over 40 percent of America's population and buying power resides within 550 miles. Reaching them is easy, thanks to an easily accessible, low-cost transportation network. In addition to our highly developed interstate system, our region offers more than 1,000 miles of commercially navigable waterways and over 3,200 miles of railroad track to help connect you with markets all over the world.

■ As part of the four-state Middle South Utilities System, AP&L owns electric facilities in 65 Arkansas counties and 12 Missouri counties—which means a dependable and plentiful source of power for you. And you'll find AP&L more than willing to offer a flexible rate package to give you a competitive edge.

And there's another source of power in our area: an outstanding quality of life. Our region offers unspoiled natural beauty and invigorating outdoor pursuits—plus a wealth of cultural and entertainment opportunities for the whole family.

■ Make a power move. Discover what Arkansas Power & Light can do for you. We think you'll find the results overpowering.

Send today for your FREE POWER KIT from AP&L. It's an executive's guide telling how to turn our benefits into powerful advantages for you. Write Steve Strickland, Manager, Business Development, P.O. Box 551, Little Rock, Arkansas 72203, or call (501) 377-4440. Or just mark the reader's card in this magazine.

Circle 70 on Brochure Service Card

Arkansas Power&Light

ARKANSAS

Little Rock-North Little Rock		
249.5	17.8	7.1
Pine Bluff		
37.8	3.1	8.1

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	36.1	NA	NA
MANUFACTURING	210.2	40.2	7.57
DURABLE GOODS	113.7	40.6	7.69
Lumber & wood prods.-SIC 24	19.5	41.2	7.05
Furniture & fixtures-SIC 25	9.3	37.7	6.66
Stone, clay, & glass-SIC 32	4.8	43.6	8.07
Primary metal industries-SIC 33	7.7	41.5	8.66
Fabricated metal products-SIC 34	15.7	42.0	7.85
Machinery, except electrical-SIC 35	16.8	41.0	8.23
Electrical & electronic equip.-SIC 36	23.4	39.9	8.00
Transportation equipment-SIC 37	8.4	40.8	7.79
Instruments & misc. mfg.-SIC 38	8.1	38.6	6.92

Area Wage Survey

Average straight-time hourly earnings

	Memphis, TN/AR/MS 11/85
Office, professional & technical	
Payroll clerks	$ 7.46
Accounting clerks	6.77
File clerks	4.94
Typists	6.18
Key entry operators	6.24
Secretaries	8.32
Stenographers	NA
Switchbd opr-recept's	5.45
Word processors	7.25
Drafters	9.23
Electronics technicians	12.63
Computer operators	8.20
Computer programmers	10.48
Computer systems analysts	14.49
Maintenance & powerplant	
Carpenters	12.35
Electricians	13.19
Engineers, stationary	13.01
Machinists	11.89
Mechanics (machinery)	12.07
Tool & die makers	11.40
Custodial & material movement	
Guards & watchmen	4.26
Janitors, porters & cleaners	3.89
Laborers, mat'l handling	8.44
Shippers & receivers	7.53
Truckdrivers	8.51
Forklift operators	8.34

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airport shown in parentheses.

El Dorado 5, 6
Fayetteville 1, 8, 10, 12, 13, 15
Fort Smith 1, 2, 5, 8, 10, 12, 13, 15
Hot Springs 5, 6
Jacksonville 5 (Little Rock)
Jonesboro 1, 4, 5, 6
Little Rock 3-7, 9, 12, 14, 16-18
North Little Rock 4, 5 (Little Rock)
Pine Bluff 3-5 (Little Rock)
Texarkana 2, 4, 5, 8, 11, 15
West Memphis 1, 4, 5 (Memphis, TN)

Railroads

1. Burlington Northern R.R. Co.
2. Kansas City Southern Railway Co.
3. Norfolk Southern Corp.
4. St. Louis Southwestern Railway Co.
5. Union Pacific Railroad

Airlines

6. Air Midwest
7. American
8. American Eagle
9. Delta
10. Delta Connection Atlantic Southeast
11. Delta Connection-Rio Airways
12. Eastern Air Midwest
13. Ozark Midwest-Air Midwest
14. Republic
15. Republic Express-Express Airlines
16. Southwest Airlines
17. TWA
18. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

El Dorado — 2e
Fayetteville — 7e, 3g
Fort Smith — 6e, 1g
Hot Springs — 2e
Jacksonville — 2e
Jonesboro — 4e
Little Rock — 2e
North Little Rock — 5e
Pine Bluff — 2e
Texarkana — 7e
West Memphis — 8e

1. Arkansas Oklahoma Gas Corp.
   115 N. 12th St., Fort Smith 72901
2. Arkansas Power & Light Co.
   P.O. Box 551, Little Rock 72203
3. Arkansas Western Gas Co.
   1001 Sain St., Fayetteville 72701
4. Jonesboro Water & Lt. Plant
   400 E. Monroe, Box 1289 Jonesboro 72401
5. North Little Rock Electric Dept.
   800 Main, Box 159, North Little Rock 72115
6. Oklahoma Gas & Electric Co.
   321 N. Harvey Ave., Oklahoma City, OK 73102
7. Southwestern Electric Power Co.
   428 Travis St., Box 21106
   Shreveport, LA 71156
8. West Memphis Utility Dept.
   604 E. Cooper, Box 1868, West Memphis 72301

Utility serving cities under 25,000:

Arkansas Elec. Co-op Corp.
Carl S. Whillock, Mgr.
P.O. Box 9469, Little Rock 72219
501/562-0220

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,002	7,715
Gem stones	NA	200
Sand & gravel:		
Construction	8,500	24,300
Industrial	405	5,500
Stone:		
Crushed	13,900	52,600
Dimension	9	573
Combined value of abrasives, bauxite, bromine, cement, gypsum, lime, talc, tripoli, and vanadium		179,795
Total 1985 (preliminary)		270,683

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
El Dorado	43	82	2755	2109
Fayetteville	35	78	4174	1366
Fort Smith	38	82	3477	1969
Hot Springs	41	82	2932	2147
Jonesboro	38	82	3521	1946
Little Rock	40	82	3152	2045
Pine Bluff	43	83	2729	2272

DEVELOPMENT COUNSELORS:

State Development Agency

Harrington, A. David, Exec. Dir.
Arkansas Ind. Dev. Cmsn.
One State Capitol Mall
Little Rock, 72201
501/371-2052

Areas & Others

Little Rock

Bush, Alton, C.I.D., Ind. Dev. Cslr.
Ark. Power & Light Co.
P.O. Box 551, 72203
501/371-4326

Fleming, O. Nolan, C.I.D.
Econ. & Ind. Dev. Dir.
Gtr. Little Rock Chamber of Comm.
1 Spring St., 72201-2486
501/374-4871

Kucera, Michael G., Mgr., R.E. Oper.
Missouri Improvement Co.
201 E. Markham, Ste. 440,
Heritage West Bldg., 72201
501/372-5308

Pine Bluff

Gieringer, Wallace A., C.I.D., Pres.
Jefferson Cty. Ind. Fdtn.
P.O. Box 6866, 71611
501/535-7189

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•

Did you know that 40% of the nation's population and buying power resides within 550 miles of Arkansas?

•

Arkansas has the lowest per capita tax burden of any state in the nation.

•

U.S. Interstate 40, which crosses the center of Arkansas, is the most traveled interstate in the nation. It's also America's northernmost east-west transcontinental highway that remains ice-free year round.

•

Arkansas has one of the most progressive business tax structures in America. We do not use the unitary method of taxing the earnings of multi-state or multinational corporations. And we offer an investment tax credit against manufacturers' sales and use taxes for major investments in plants and equipment.

•

In a recent survey of Arkansas managers, more than 88% said that if they could locate a plant anywhere in the U.S., they'd pick Arkansas—and more than 80% believe their employees are more productive than workers in similar plants in other states.

•

Thanks to our innovative Arkansas Industry Training Program, more than 90% of Arkansas managers believe their employees could be trained to handle sudden technological advancements in the way their product is produced.

•

In the same survey, more than 97% of Arkansas workers agreed with the statement, "I never miss a day of work unless it is absolutely essential"—and an incredible 100% said that if they discovered a mistake on an item on which they had worked, they would correct the mistake.

Arkansas Industrial Development Commission
One State Capitol Mall
Little Rock, Arkansas USA 72201
Telex 536433 AIDC LRK

1-501-371-6007

Circle 71 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:

- Tax exemptions
- Restoration tax abatement
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- Free pre-employment training
- Energy conservation
- Enterprise zones

Tax rates:

Corporate income tax	2%-6%
8% after $200,000 of La. earnings. Federal income tax is deductible for calculating state income tax, therefore cutting effective state tax rate by one half.	
Personal income tax	2%-6%
Sales tax	4%
Franchise and incorp. tax	$1.50/M
Inventory tax	15%
of fair share market value	
Gasoline tax	$.16/gal.

Advanced education facilities:

Four-year colleges & universities	28
Two-year or junior colleges	6
Vocational & technical schools	53

Medical facilities:

Hospitals	185
Clinics	NA

Labor analysis:

Civilian labor force	1,989,600
High school graduates	46,833

For additional labor market information, contact Dept. of Employ. Security, Employ. Security Bldg., 1001 N. 23rd St., P.O. Box 44094, Capitol Station, Baton Rouge, LA 70804, 504/342-3111

Environment controls:

Patricia L. Norton, Sec'y, Dept. of Environ. Quality, P.O. Box 44066, Baton Rouge, LA 70804, 504/342-1265

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
LOUISIANA	4,204.0	4,532.6
Alexandria	51.6	54.2
Baton Rouge	220.0	248.5
Bossier City	50.0	55.4
Houma	32.6	34.6
Kenner	66.4	74.7
Lafayette	82.0	91.5
Lake Charles	75.0	76.4
Monroe	57.6	56.7
New Iberia	32.7	NA
New Orleans	557.5	564.9
Shreveport	206.0	218.9
Slidell	27.0	35.1

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Alexandria	135.3	143.5
Baton Rouge	494.0	554.1
Houma-Thibodaux	176.9	192.1
Lafayette	190.2	216.6
Lake Charles	167.0	176.8
Monroe	139.2	145.5
New Orleans	1,256.0	1,348.7
Shreveport	333.0	363.4

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
LOUISIANA	166.4	42.0	10.59
Baton Rouge	20.0	41.0	12.33
New Orleans	42.3	41.4	10.52
Shreveport	18.4	39.7	10.59

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
LOUISIANA	1,968.3	243.1	12.3
Baton Rouge	259.5	26.1	10.1
Houma-Thibodaux	73.9	13.5	18.3
Lafayette	106.8	15.1	14.2
Lake Charles	70.6	10.1	14.3
Monroe	68.4	6.0	8.7
New Orleans	586.2	61.3	10.5
Shreveport	162.7	17.4	10.7

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	New Orleans 10/85
Office, professional, & technical	
Payroll clerks	$ 7.67
Accounting clerks	7.16
File clerks	4.89
Typists	5.98
Key entry operators	6.54
Secretaries	8.86
Stenographers	9.54
Switchbd opr-receptionists	6.05
Drafters	10.92
Electronics technicians	13.11
Computer operators	8.32
Computer programmers	12.79
Computer systems analysts	15.11
Maintenance & powerplant	
Carpenters	10.82
Electricians	12.90
Engineers, stationary	12.58
Machinists	13.68
Mechanics (machinery)	13.32
Custodial & material movement	
Guards	4.22
Janitors, porters & cleaners	3.93
Laborers, material handling	6.14
Shippers & receivers	7.38
Truckdrivers	8.79
Forklift operators	8.29

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	105.9	NA	NA
MANUFACTURING	178.3	41.7	10.43
DURABLE GOODS	81.8	41.3	9.58
Lumber & wood prods.-SIC 24	13.0	40.0	7.60
Furniture & fixtures-SIC 25	0.7	NA	NA
Stone, clay, & glass prods.-SIC 32	7.1	40.1	8.98
Primary metal industries-SIC 33	3.5	NA	NA
Fabricated metal products-SIC 34	13.4	44.7	9.48
Machinery, except electrical-SIC 35	10.1	41.5	9.81
Electrical & electronic equip.-SIC 36	10.2	40.2	10.88
Transportation equipment-SIC 37	21.1	40.4	11.0

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alexandria 4, 8, 9, 12, 16, 28, 29
Baton Rouge 3, 4, 9, 11, 14, 17, 29, 31
Bossier City 4, 5, 7, 8 (Shreveport)
Houma 8 (New Orleans)
Kenner 3, 4 (New Orleans)
Lafayette 8, 12, 14, 29
Lake Charles 4, 8, 9, 16, 29
Monroe 1, 3, 5, 9, 12, 16-18, 20, 28, 29
New Iberia 8 (Lafayette)
New Orleans 2-4, 6, 8, 9
Shreveport 3-5, 7-9, 12, 16, 17, 27, 29
Slidell 3 (New Orleans)

Railroads

1. Arkansas & Louisiana Missouri Rwy.
2. CSX Transportation, Inc.
3. Illinois Central Gulf R.R. Co.
4. Kansas City Southern Railway Co.
5. Midsouth Rail Corp.
6. Norfolk Southern Corp.
7. St. Louis Southwestern Co.
8. Southern Pacific Transportation Co.
9. Union Pacific Railroad

Airlines

10. Air New Orleans
11. American
12. American Eagle
13. Aviateca
14. Continental
15. Continental Commuter-Air New Orleans
16. Continental Commuter-Royale
17. Delta
18. Delta Connection-Atlantic Southeast
19. Eastern
20. Express Airlines
21. Lacsa
22. Midway Airlines
23. New York Air
24. Ozark Air Lines
25. People Express
26. Piedmont
27. Republic
28. Republic Express-Express Airlines
29. Royale Airlines
30. Sahsa
31. Southern Airways
32. Southwest Airlines
33. Taca
34. Transtar Airlines
35. TWA
36. United
37. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 2e, 1g, 9g
Baton Rouge — 5e, 8g
Bossier City — 13e
Houma — 6eg, 12g
Kenner — 10e, 8g
Lafayette — 7e, 9g, 14g
Lake Charles — 5e, 4g
Monroe — 10e, 8g, 14g
New Iberia — 3e, 4g
New Orleans — 10e, 11eg
Shreveport — 13e
Slidell City — 3e, 8g

1. Alexandria Gas Dept.
   911 Casson St., Alexandria 71301
2. Alexandria Util. Div.
   City Hall, P.O. Box 71, Alexandria 71301
3. Central Louisiana Electric Co., Inc.
   2030 Donahue Ferry Rd., Pineville 71360-5226
4. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
5. Gulf States Utilities Co.
   350 Pine St., Box 2951, Beaumont, TX 77704

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Please send me your free brochure on industrial development opportunities in Louisiana.

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Company ______________ Phone ______
Address ______________
City ______________ State ____ Zip ____
Phone ______________

Louisiana Power & Light
New Orleans Public Service
Area & Industrial Development
P. O. Box 6008
New Orleans, LA 70174
504/363-8801

MIDDLE SOUTH UTILITIES SYSTEM

PL5

Circle 89 on Brochure Service Card

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Department TD
Pueblo, Colorado 81009

A public service of this publication and the
Consumer Information Center of the
U.S. General Services Administration

6. Houma Municipal Gas System, Light & Water, City Hall,
   Box 6097, Houma 70360
7. Lafayette Utilities System
   Box 4017-C, Lafayette 70502
8. Louisiana Gas Service Co.
   P.O. Box 433, Harvey 70059
9. Louisiana Intrastate Gas Corp.
   P.O. Box 1352, Alexandria 71301
10. Louisiana Power & Light Co.
    142 Delaronde St., New Orleans 70174
11. New Orleans Public Service, Inc.
    317 Baronne St., New Orleans 70160
12. Oceana Heights Gas Co.
    302 Schriever Hwy., Thibodaux 70301
13. Southwestern Electric Power Co.
    428 Travis St., Box 21106,
    Shreveport 71156
14. Trans Louisiana Gas Co.
    201 Rue Iberville, Lafayette 70508

Utility serving cities under 25,000:

Cajun Elec. Power Co-op
David Lee Mohre, Gen. Mgr.
P.O. Box 15540, Baton Rouge 70895
504/291-3060

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. bentonite)	601	11,944
Gem stones	NA	1
Salt	13,240	114,600
Sand & gravel:		
Construction	17,000	54,000
Industrial	300	4,200
Stone (crushed)	4,700	18,600
Sulfur — thou. metric tons (Frasch)	1,806	W
Combined value of cement, clays (bentonite), gypsum, lime, and value indicated by symbol W		284,002
Total 1985 (preliminary)		487,347

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Alexandria	48	83	1961	2521
Baton Rouge	51	82	1673	2605
Houma	54	82	1315	2755
Lafayette	52	82	1560	2675
Lake Charles	52	82	1579	2682
Monroe	45	82	2404	2340
Shreveport	46	83	2269	2444

DEVELOPMENT COUNSELORS:

State Development Agency

Hackett, William T., Asst. Sec'y
Louisiana Off. of Comm. & Ind.

P.O. Box 94185
Baton Rouge, 70804-9185
504/342-5361

Areas & Others

Baton Rouge
Little, William B., Pres. & C.E.O.
Gtr. Baton Rouge Chamber of Comm.
P.O. Box 3217, 70821
504/381-7125

Bogalusa
Rayborn, Talmage, "Talley," Exec. Dir.
Washington Ind. Dev. Fdtn., Inc.
P.O. Box 668, 70427
504/735-7565

Hammond
Gibson, Charles, Dir.
Tangipahoa Ind. Dev. Fdtn.
P.O. Box 639, 70404
504/542-1672

Lafayette
Olivier, Michael, Gen. Mgr.
Lafayette Econ. Dev. Auth.
P.O. Drawer 51439, 70505-1439
318/234-2986

Thomas, Ralph U., Exec. Dir.
Gtr. Lafayette Chamber of Comm.
P.O. Drawer 51307, 70505
318/233-2705

New Iberia
Oubre, John J., Exec Dir.
Port of Iberia
P.O. Box 897, 70561-0897
318/364-1065

New Orleans
Mertens, Ronald J., Dir.
Econ. Dev. Council
The Chamber/N. Orleans & River Reg.
P.O. Box 30240, 70190
504/527-6952

O'Hare, Michael, Mgr.
Area & Industrial Dev.
Louisiana Power & Light Co.
142 Delaronde St., Box 6008, 70174
504/363-8801

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, land, & equip.
- Free port law
- Aid for job training

Tax rates:

Corporate income tax	5%
Personal income tax	6% maximum
Sales tax	3.25%
Franchise & incorp tax	$1.25/M; $20,000 maximum
Inventory tax	local
Gasoline tax	$.10/gal.

Advanced education facilities:

Four-year colleges & universities	24
Two-year or junior colleges	17
Vocational & business schools	44

Medical facilities:

Hospitals	165
Clinics	NA

Labor analysis:

Civilian labor force	1,602,200 (7/86)
High school graduates	34,626 (1985)
Mfg. workers in unions	15.3%

For additional labor market information, contact Employ. Security Commission, Will Rogers Memorial Office Bldg., Oklahoma City, OK 73105, 405/557-7111

Environment controls:

Air pollution, solid, & industrial waste: Dpty. Cmsr., Environ. Health Services, 10th & Stonewall, Oklahoma City, OK 73105, 405/271-5220

Water pollution: Dir., Oklahoma Water Quality Service (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
OKLAHOMA	3,025.3	3,356.0
Bartlesville	34.6	NA
Broken Arrow	35.8	NA
Del City	28.4	NA
Edmond	34.6	NA
Enid	50.4	52.9
Lawton	80.1	86.6
Midwest City	49.6	53.6
Moore	35.1	NA
Muskogee	40.0	43.0
Norman	68.0	78.1
Oklahoma City	403.2	446.1
Ponca City	26.2	NA
Shawnee	26.5	29.1
Stillwater	38.3	NA
Tulsa	360.9	377.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
Enid	62.8	65.8
Fort Smith, AR/OK	162.5	178.5
Lawton	112.5	117.1
Oklahoma City	861.0	984.4
Tulsa	689.6	745.3

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
OKLAHOMA		
155.7	40.6	9.63
Oklahoma City		
45.3	39.2	10.62
Tulsa		
51.8	39.7	10.33

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
OKLAHOMA		
1,604.1	148.1	9.2
Lawton		
46.8	2.5	5.2
Oklahoma City		
518.8	48.3	9.3
Tulsa		
359.6	31.0	8.6

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Oklahoma City 8/86
Office, professional, & technical	
Payroll clerks	$ 8.01
Accounting clerks	7.81
File clerks	5.55
Typists	6.15
Key entry operators	6.96
Secretaries	9.01
Stenographers	NA
Switchbd opr-recept's	6.22
Word processors	7.15
Drafters	9.28
Electronics technicians	NA
Computer operators	8.14
Computer programmers	12.05
Computer systems analysts	15.51

OKLAHOMA

Maintenance & powerplant	
Carpenters	NA
Electricians	14.34
Engineers, stationary	13.20
Machinists	NA
Mechanics (machinery)	11.29
Tool & die makers	14.65
Custodial & material movement	
Guards	5.59
Janitors, porters & cleaners	5.51
Laborers, material handling	6.97
Shippers & receivers	8.79
Truckdrivers	9.04
Forklift operators	10.44

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	46.7	36.3	11.26
MANUFACTURING	172.4	41.3	9.86
DURABLE GOODS	109.3	42.1	10.22
Lumber & wood prods.-SIC 24	2.9	NA	NA
Stone, clay, & glass prods.-SIC 32	11.0	42.1	10.33
Primary metal industries-SIC 33	4.2	42.9	9.59
Fabricated metal products-SIC 34	17.0	40.4	9.25
Machinery, except electrical-SIC 35	36.9	43.5	9.68
Electrical & electronic equip.-SIC 36	10.2	40.5	9.74
Transportation equipment-SIC 37	20.8	42.0	13.03
Instruments & related prods.-SIC 38	2.5	43.1	9.83

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bartlesville 1, 3 (Tulsa)
Broken Arrow 3 (Tulsa)
Del City (Oklahoma City)
Edmond 1 (Oklahoma City)
Enid 1-3, 13
Lawton 2, 3, 6, 8, 11
Midwest City 1 (Oklahoma City)
Moore 1 (Oklahoma City)
Muskogee 2-4 (Tulsa)
Norman 1 (Oklahoma City)
Oklahoma City 1-3, 5-7, 9, 10, 12, 14-21
Ponca City 1, 13
Shawnee 1, 3 (Oklahoma City)
Stillwater 1 (Oklahoma City)
Tulsa 1-5, 7, 10, 12-17, 19-21

When you contact
industrial developers
listed in

PLANT
LOCATION

tell them
where you saw
their name

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Missouri-Kansas-Texas R.R. Co.
4. Union Pacific Railroad

Airlines

5. Air Midwest
6. Altus Airlines
7. American
8. American Eagle
9. Continental
10. Delta
11. Delta Connection-Rio Airways
12. Eastern
13. Exec Express
14. Frontier Airlines
15. Ozark Air Lines
16. Republic
17. Southwest Airlines
18. Sunworld Int'l Airways
19. TWA
20. United
21. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bartlesville — 7e, 3g
Broken Arrow — 7e
Del City — 4e
Edmond — 2e
Enid — 4e, 5g
Lawton — 7e, 1g
Midwest City — 4e
Moore — 4e
Muskogee — 4e, 5g
Norman — 4e, 5g
Oklahoma City — 4e, 5g
Ponca City — 6e, 5g
Shawnee — 4e, 5g
Stillwater — 8e, 5g
Tulsa — 7e, 5g

1. Arkansas Louisiana Gas Co.
   525 Milan, Shreveport, LA 71151
2. Edmond Electric Dept.
   315 S.W. 33rd St., Edmond 73034
3. KPL Gas Service
   818 Kansas Ave., Box 889, Topeka, KS 66601
4. Oklahoma Gas and Elec. Co.
   321 N. Harvey Ave., Oklahoma City 73102
5. ONEOK Inc.
   100 W. 5th St., Tulsa 74102
6. Ponca City Mun. Lt. Dept.
   1400 N. Union, Box 1450, Ponca City 74602
7. Public Service Co. of OK
   212 E. 6th St., Tulsa 74119
8. Stillwater Electric Dept.
   723 S. Lewis, Box 1449, Stillwater 74076

Utilities serving cities under 25,000:

KAMO Elec. Co-op, Inc.
B. Dean Singer, Gen. Mgr.
P.O. Drawer 577, Vinita 74301
918/256-5551

Western Farmers Elec. Co-op
James Pendergrass, Gen. Mgr.
P.O. Box 429, Anadarko 73005
405/247-3351

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	45	3,300
Portland	1,700	85,200
Clays	783	1,999
Gem stones	NA	2
Gypsum	1,554	12,898
Sand & gravel (construction)	12,600	32,300
Stone:		
Crushed	25,000	71,000
Dimension	11	1,002
Combined value of feldspar, iodine, lime, pumice, sand and gravel, and tripoli		29,778
Total 1985 (preliminary)		237,479

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bartlesville	35	82	3842	1886
Enid	35	84	3764	2075
Lawton	39	84	3237	2216
Muskogee	38	83	3409	2038
Oklahoma City	36	82	3735	1914
Ponca City	32	83	4279	1886
Stillwater	35	82	3793	1920
Tulsa	35	83	3731	2043

DEVELOPMENT COUNSELORS:

State Development Agency

Phillips, Grover C., Ind. Div. Dir.
Dept. of Econ. Dev.
#5 Broadway Executive Park
Ste. 200
Oklahoma City, 73116
405/521-2401

Areas & Others

McAlester
Executive Director
McAlester Econ. Dev. Svc., Inc.
P.O. Box 759, 74502
918/423-2552

Muskogee
Szewczak, Rudy, Exec. Dir.
Greater Muskogee Dev. Corp.
P.O. Box 1473, 74402
918/683-2816

Norman
Davis, Jeff, V.P. Econ. Dev.
Norman Chamber of Comm.
P.O. Box 982, 115 E. Gray, 73070
405/321-7260

Oklahoma City
Rector, Jack, Mgr.
Dept. of Community Dev.
Oklahoma Gas & Electric Co.
P.O. Box 321, 73101
405/272-3460

Strasbaugh, Paul B., Exec. V.P.
Oklahoma City Econ. Dev. Fdtn., Inc.
4 Santa Fe Plz., 73102
405/232-9444

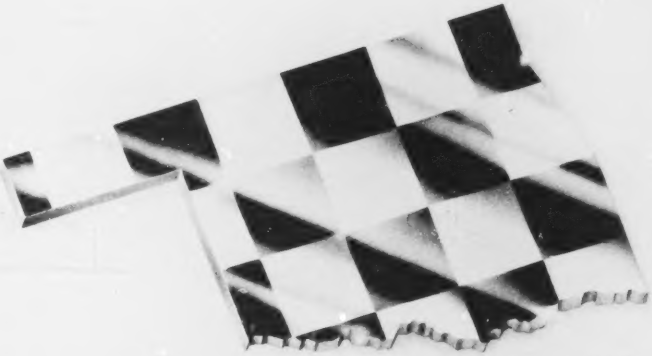
Ponca City
Myers, John A., Pres. & CEO
Ponca City Area Chamber of Commerce
P.O. Box 1109, 74602
405/765-4409

Tulsa
Coe, Kenneth H., Ind. Dev. Mgr.
Okla. Natural Gas. Co.
P.O. Box 871, 74101
918/588-7547

Jackson, Bob, Ind. Dev. Coord.
Public Service Co. of Oklahoma
P.O. Box 201, 74102
918/599-2289

Weddle, Rick, V.P.
Econ. Dev. Div.
Metro Tulsa Chamber of Comm.
616 S. Boston Ave., 74119
918/585-1201

ARMSTRONG
TOOK A SHINE
TO OKLAHOMA.



When Armstrong World Industries needed a new facility to manufacture wide-width sheet flooring, they found what they were looking for in Stillwater, Oklahoma.

According to Alfred Strickler, Jr.,"…an industrious work force, a good quality of life, excellent vocational-technical training programs and abundant energy," are just a few of the key reasons Armstrong floors took a shine to Oklahoma.

Alfred B. Strickler, Jr.
Group Vice President
Floor Products

Find out what Oklahoma can offer you. We'd be pleased to help you in your search for information on sites, taxes, labor and more.

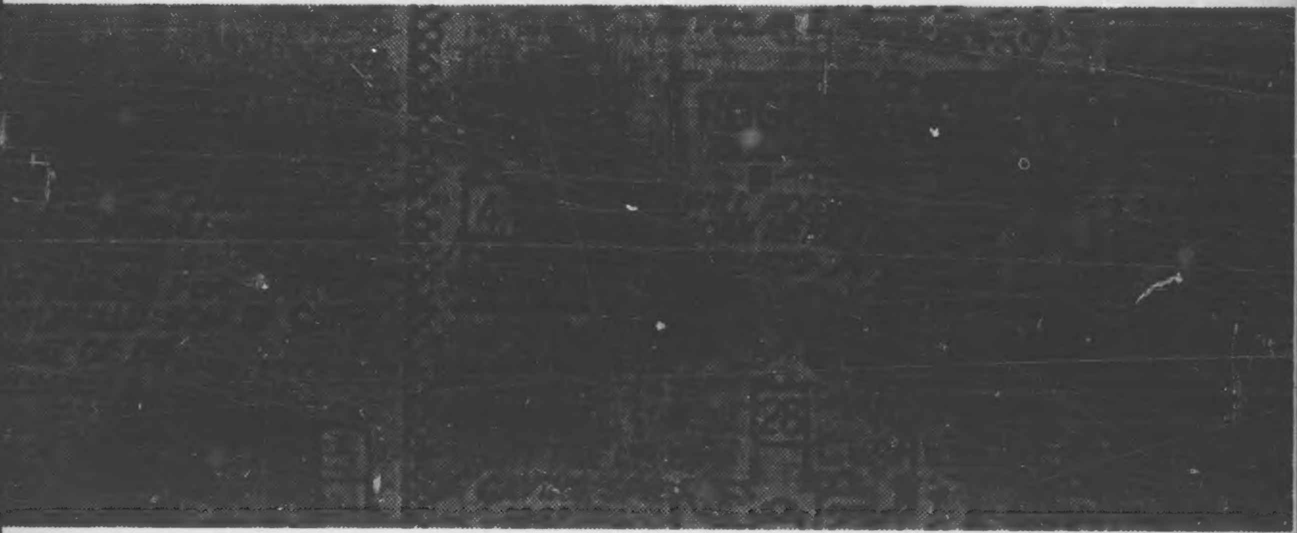
Please contact: Ken Coe/Industrial Development Dept.
Oklahoma Natural Gas Company/Box 871/Tulsa, OK 74101
(918) 588-7547

ONG for Oklahoma.

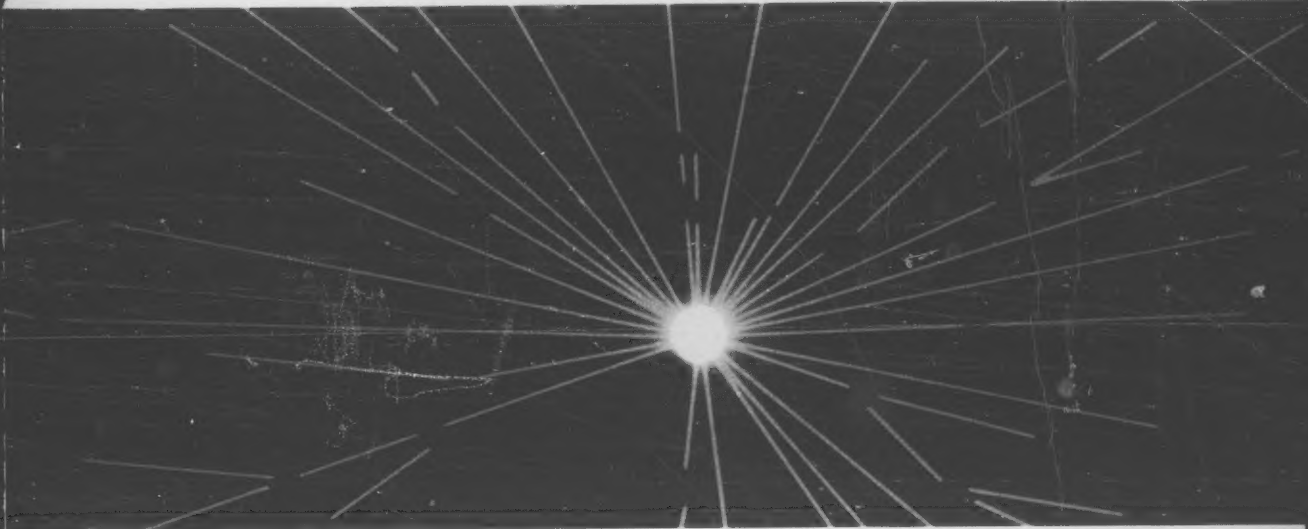
Circle 72 on Brochure Service Card

You Already Think Of Tulsa As A Land Of Reservations.

7



Hold That Thought.
We'd Like To Confirm It.



How?

Well, it's true that Oklahoma is home to a proud Indian heritage. But Tulsa is also home for the worldwide reservation centers of Avis, American Airlines, and Thrifty Car Rental.

In fact, American Airlines' Sabre Reservation Center has experienced a high profitability in Tulsa, and they are continuing to expand their presence here.

Tulsa's location is naturally conducive to reservation centers. Data communication of any kind, actually. Two major oil companies have their national credit card operations here – Shell is in Tulsa, Phillips in nearby Bartlesville.

Because these companies and many more have already located telecommunications operations here, you'll find an entire Tulsa pool of trained workers, knowledgeable suppliers, and experienced service firms ready to assist you.

And Tulsa can save you miles of ground lines. It's located near both the north-south and the east-west trunk lines of AT&T and other major long distance carriers. Wiltel, a nationwide fiber-optics linkup, is headquartered in Tulsa.

Plus, Tulsa's Central Time Zone means you have a minimum of overtime expense doing business with either coast.

For more quick information about Tulsa as the ideal data communications location, be sure and mail this information reservation or call Rick Weddle today at the Tulsa Economic Development Commission, 918 585-1201.

Of course, you could send a smoke signal. But that would take too long.

☐ **Yes, please reserve my fortune in Tulsa.** PL
☐ **No, I have my reservations.**

Name ________
Title ________
Company ________
Address ________
City ________
State ________
Zip ________

Mail to: Rick Weddle,
Tulsa Economic Development
Commission, 616 South Boston,
Tulsa, OK 74119.

Tulsa's Out To
Change Your State
Of Mind.

Circle 73 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control
- Industrial revenue bonds
- Texas Rural Industrial Dev. Act

Tax rates:

Corporate income tax	NA
Personal income tax	NA
Personal property tax	varies
Sales tax .5.25% (temporary rate; may decrease to 4.125% 8/87)	
Incorporation tax	NA
Franchise tax	$5.25/m
Inventory tax	varies
Gasoline tax	$.15/gal. (temp. rate; may decrease to $.10/gal. 8/87)

Advanced education facilities:

Institutes of higher education (incorporates public, private, and jr. and sr. colleges and universities)	141
Vocational & business schools	500

Medical facilities:

Hospitals	563
Clinics	NA

Labor analysis:

Civilian labor force	8,251,100 (11/86)
High-school grads.	172,099 (1981-82)

For additional labor market information, contact Employ. Commission, TEC Bldg., 15th & Congress Ave., Austin, TX 78778, 512/397-4111

Environment controls:

Air pollution: Bill Stewart, Exec. Dir., Air Control Bd., 6330 Highway 290 E., Austin, 78723, 512/451-5711

Water pollution: Larry Soward, Exec. Dir., Texas Commission, Stephen F. Austin Bldg., Austin 78711, 512/475-3187

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
TEXAS	14,228.4	16,408.7
Abilene	98.3	109.9
Amarillo	149.2	163.9
Arlington	160.1	221.3
Austin	345.5	425.1
Baytown	56.9	60.3
Beaumont	118.1	123.3
Brownsville	85.0	96.3
Bryan	44.3	56.8
Carrollton	40.6	55.2
College Station	37.3	47.1
Corpus Christi	232.0	265.4
Dallas	904.1	994.2
Del Rio	30.0	NA
Denton	48.1	51.0
Duncanville	27.8	NA
Edinburg	24.1	30.7
El Paso	425.3	476.2
Fort Worth	385.1	429.3
Galveston	61.9	63.5
Garland	138.9	164.8
Grand Prairie	71.5	89.0
Haltom City	29.0	NA
Harlingen	43.5	52.4
Houston	1,594.1	1,735.6
Hurst	31.4	NA
Irving	109.9	126.9
Killeen	46.3	57.4
Kingsville	28.8	NA
Laredo	91.4	109.0
Longview	62.8	74.9
Lubbock	174.0	180.6
Lufkin	28.6	NA
Marshall	25.0	24.9
McAllen	67.0	78.9
Mesquite	67.1	79.5
Midland	70.5	100.8
Mission	22.6	29.5
Nacogdoches	27.1	NA
North Richland Hills	30.6	NA
Odessa	90.0	108.8
Paris	25.5	NA
Pasadena	112.6	119.4
Plano	72.3	100.2
Port Arthur	61.2	63.9
Richardson	72.5	79.8
San Angelo	73.2	84.9
San Antonio	785.4	872.1
Sherman	30.4	31.7
Temple	42.5	45.7
Texarkana*	52.8	56.3
Texas City	41.4	43.9
Tyler	70.5	76.0
Victoria	50.7	57.5
Waco	101.3	106.8
Wichita Falls	94.2	97.9

* Texarkana is a two-state city. Total includes both Tex. and Ark.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Abilene	110.9	121.1
Amarillo	173.7	196.6
Austin	536.5	690.1
Beaumont-Port Arthur	375.5	394.7
*Brazoria	170.0	204.6
Brownsville-Harlingen	209.7	242.5
Bryan-College Station	93.6	112.7
Corpus Christi	326.2	363.4
*Dallas	1,957.0	2,296.0
El Paso	479.9	545.5
*Fort Worth-Arlington	973.0	1,175.5
*Galveston-Texas City	195.9	218.1
*Houston	2,905.4	3,211.0
Killeen-Temple	214.7	234.0
Laredo	99.3	118.5
Longview-Marshall	151.8	171.5
Lubbock	211.7	221.6
*McAllen-Edinburg-Mission	283.2	345.9
Midland	82.6	112.3
Odessa	115.4	140.1
San Angelo	84.8	96.4

"Sign up for Texas Business 101."

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The Business Side of Texas!

East Texas
Chamber of Commerce
P.O. Box 1592
Longview, Texas 75606

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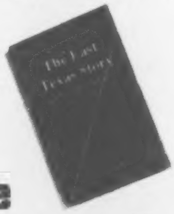

San Antonio	1,072.0	1,209.2
Sherman-Denison	89.8	96.5
Texarkana, TX/AR	113.1	120.7
Tyler	128.4	151.9
Victoria	68.8	77.7
Waco	170.8	187.7
Wichita Falls	121.1	124.8

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
TEXAS	969.6	41.7	9.58
Dallas—Ft. Worth	234.8	42.3	9.42
Ft. Worth-Arlington	115.0	41.2	9.63
Houston	160.0	42.7	11.26
San Antonio	48.7	40.6	7.31

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	447.8	NA	NA
MANUFACTURING	1004.6	41.2	9.41
DURABLE GOODS	592.2	41.6	9.28
Lumber & wood prods.-SIC 24	41.8	38.9	6.68
Furniture & fixtures-SIC 25	17.9	38.6	6.13
Stone, clay, & glass prods.-SIC 32	49.4	44.2	8.62
Primary metal industries-SIC 33	33.7	41.3	10.23
Fabricated metal products-SIC 34	83.1	41.7	8.86
Machinery, except electrical-SIC 35	136.0	41.9	9.58
Electrical & electronic equip.-SIC 36	115.2	41.5	9.81
Transportation equipment-SIC 37	78.9	42.7	12.42
Instruments & related prods.-SIC 38	23.5	39.8	7.98
Misc. mfg. industries-SIC 39	12.7	39.8	6.74

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
TEXAS	8,128.6	740.0	9.1
Abilene	55.4	5.4	9.7
Amarillo	100.2	6.6	6.6
Austin	413.5	23.9	5.8
Beaumont-Port Arthur	157.9	23.7	15.0
Brazoria	78.5	9.1	11.7
Brownsville-Harlingen	93.1	14.0	15.1
Corpus Christi	166.0	20.2	12.2
Dallas	1,393.1	80.4	5.8
El Paso	211.6	24.6	11.6
Fort Worth-Arlington	641.5	42.9	6.7
Galveston-Texas City	106.0	12.0	11.3
Houston	1,672.1	175.9	10.6
Killeen-Temple	87.2	6.9	7.9
Longview-Marshall	80.6	10.4	12.9
Lubbock	107.4	7.1	6.6
McAllen-Edinburg-Mission	132.6	26.4	19.9
Midland	52.9	6.5	12.3
Odessa	60.6	10.5	17.3
San Antonio	557.9	41.4	7.4
Tyler	77.0	7.1	9.2
Waco	87.7	7.1	8.1

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Dallas/Ft. Worth.

Abilene 2, 9, 17, 24

Amarillo 1, 2, 16, 19, 27, 49

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TEXAS

Arlington 5, 9 (D)
Austin 5, 8, 9, 16-18, 25-27, 41, 47, 49, 53-56, 58
Baytown 8, 9 (Houston)
Beaumont 1, 4, 7-9, 17, 26, 47
Brownsville 8, 9, 53
Bryan 8, 9 (College Station)
Carrollton 2, 5, 7 (D)
College Station 8, 9, 17, 26, 28, 47
Corpus Christi 8, 9, 16, 25, 29, 49, 51, 55
Dallas 1, 2, 4, 5, 7-9, 11, 14-17, 21, 22, 25, 27-31, 33, 36-44, 46, 49, 52-56, 58
Del Rio 8 (San Antonio)
Denton 1, 5, 9 (D)
Duncanville 1 (D)
El Paso 1, 7-9, 16, 18, 27, 30, 34, 49, 55, 58
Fort Worth 1, 2, 5, 7-9 (see Dallas for airlines)
Galveston 1, 2, 5, 8, 9 (Houston)
Garland 1, 5 (D)
Grand Prairie 5, 9 (D)
Haltom City (D)
Harlingen 7-9, 16, 49
Houston 1-3, 5-10, 12-14, 16, 17, 20, 22-27, 29, 30, 32, 33, 40-44, 47-50, 53-58
Hurst 2, 5 (D)
Irving 2, 5 (D)
Killeen 1, 28
Kingsville 9 (Corpus Christi)
Laredo 9, 17, 26, 47
Longview 1, 9, 17, 35
Lubbock 1, 2, 16, 19, 27, 49
Lufkin 7, 8 (Houston)
McAllen 8, 9, 25
Mesquite 9 (D)
Midland 9, 16, 30, 49
Nacogdoches 8 (Longview)
North Richland Hills (D)
Odessa 9 (Midland)
Paris 1, 2, 9 (D)
Pasadena 1, 2, 5, 8, 9 (Houston)
Plano 7, 8 (D)
Port Arthur 4, 8 (Beaumont)
Richardson 1, 8 (D)
San Angelo 1, 17, 28
San Antonio 5, 8, 9, 16, 17, 25, 27, 29, 36, 40, 41, 47, 49, 51, 53-56, 58
Sherman 2, 5, 7-9 (D)
Temple 1, 5, 28
Texarkana 4, 7, 9, 17, 28, 45
Texas City 1, 2, 5, 8, 9 (Houston)
Tyler 7, 9, 17, 35
Victoria 7-9, 26, 47
Waco 5, 7-9, 17, 28
Wichita Falls 2, 5, 17, 28

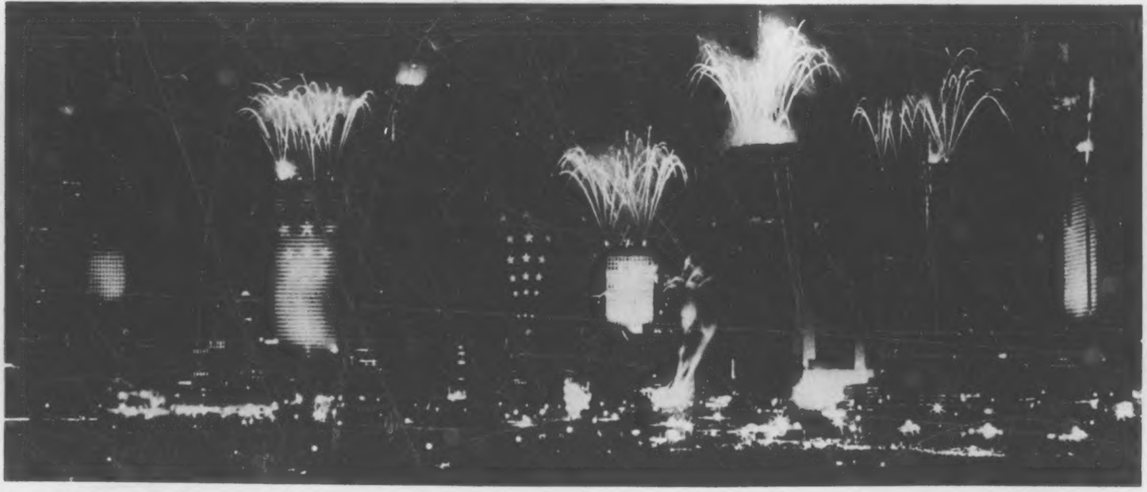
Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. CSX Transportation, Inc.
4. Kansas City Southern Railway Co.
5. Missouri-Kansas-Texas R.R. Co.
6. Norfolk Southern Corp.
7. St. Louis Southwestern Railway Co.
8. Southern Pacific Trans. Co.
9. Union Pacific Railroad

Airlines

10. Aeromexico
11. Air Canada
12. Air France
13. Air Link
14. Alaska Airlines
15. Altus Airlines
16. American
17. American Eagle
18. America West
19. Aspen Airways
20. Aviateca
21. Braniff
22. British Caledonian
23. Cayman Airways
24. Chaparral Airlines
25. Continental
26. Continental Commuter—Royale
27. Delta
28. Delta Connection—Rio Airways
29. Eastern
30. Frontier Airlines
31. Jet America Airlines
32. KLM
33. Lufthansa
34. Mesa Airlines
35. Metroflight Airlines
36. Mexicana
37. Midway Airlines
38. Midwest Express
39. Northwest
40. Ozark Air Lines
41. Pan American
42. People Express
43. Piedmont
44. Republic
45. Republic Express—Express Airlines
46. Rio Airways
47. Royale Airlines
48. Sahsa
49. Southwest Airlines
50. Taca
51. Texas National Airlines
52. Thai Airways Int'l
53. Transtar Airlines Corp.
54. TWA
55. United
56. USAir
57. Viasa
58. Western Airlines

Jean-Michel Jarre's "Rendezvous Houston" Laser Light Show & Concert. Houston—April 5, 1986.



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Houston Lighting & Power

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UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abilene — 29e, 17g
Amarillo — 24e, 11g
Arlington — 27e, 17g
Austin — 2e, 22g
Baytown — 16e, 12g
Beaumont — 15e, 12g
Brownsville — 3e, 19g
Bryan — 4e, 17g
Carrollton — 27e, 17g
College Station — 6e, 17g
Corpus Christi — 5e, 7g
Dallas — 27e, 17g
Del Rio — 5e, 8g, 26g
Denton — 9e, 17g
Duncanville — 27e, 17g
El Paso — 10e, 22g
Fort Worth — 27e, 17g
Galveston — 16e, 22g
Garland — 13e, 27e, 17g
Grand Prairie — 27e, 17g
Haltom City — 27e, 17g
Harlingen — 5e, 19g
Houston — 16e, 12g
Hurst — 27e, 17g
Irving — 27e, 17g
Killeen — 27e, 17g
Kingsville — 5e, 12g
Laredo — 5e, 12g
Longview — 23e. 12g, 21g
Lubbock — 18e, 24e, 11g
Lufkin — 27e, 12g
McAllen — 5e, 19g
Mesquite — 27e, 17g
Midland — 27e, 11g
Nacogdoches — 27e, 12g
North Richland Hills — 27e, 17g
Odessa — 27e, 11g
Paris — 27e, 17g
Pasadena — 16e, 12g
Plano — 27e, 17g
Port Arthur — 15e, 22g
Richardson — 27e, 17g
San Angelo — 29e, 17g
San Antonio — 20eg, 14g
Sherman — 27e, 17g
Temple — 27e, 17g
Texarkana — 23e, 1g
Texas City — 25e, 12g
Tyler — 27e, 12g
Victoria — 5e, 12g
Waco — 27e, 17g
Wichita Falls — 27e, 17g

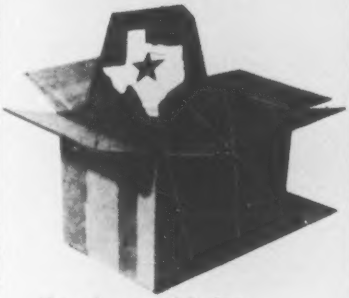
1. Arkansas-Louisana Gas Co.
525 Milan, Shreveport, LA 71151
2. Austin Electric Dept.
P.O. Box 1088, Austin 78767
3. Brownsville Public Util. Bd.
1425 Robin Hood Dr., Box 3270, Brownsville 78520
4. Bryan Mun. Electric System
300 S. Washington, Box 1000, Bryan 77805
5. Central Power & Light Co.
120 N. Chaparral, Box 2121, Corpus Christi 78403
6. College Station Utilities
1101 S. Texas Ave., Box 9960, College Station 77840
7. Corpus Christi Gas Division
4225 S. Port Ave., Corpus Christi 78415-5311
8. Del Rio Gas System
201 E. De La Rosa, Del Rio 78840
9. Denton Mun. Utilities
215 E. McKinney, Denton 76201
10. El Paso Electric Co.
303 N. Oregon, Box 982, El Paso 79960

Area Wage Survey

Average straight-time hourly earnings

	Dallas-FortWorth 12/85	Houston 4/86	San Antonio 7/86	Corpus Christi 7/86
Office, professional, & technical				
Payroll clerks $	8.35	8.99	6.90	7.20
Accounting clerks	7.53	8.34	6.93	6.86
File clerks	5.35	6.21	4.97	NA
Typists	6.29	7.13	5.79	NA
Key entry operators	6.96	7.70	6.15	6.74
Secretaries	9.65	10.68	8.46	8.60
Stenographers	10.19	9.81	9.28	NA
Switchbd opr-receptionists	6.68	6.72	5.71	5.76
Word processors	NA	8.96	6.71	NA
Drafters	10.59	12.68	8.84	10.18
Electronics technicians	12.25	12.36	12.78	14.45
Computer operators	8.86	9.74	8.03	7.79
Computer programmers (business)	12.77	14.80	12.55	11.60
Computer systems analysts	16.73	20.29	17.90	NA
Maintenance & powerplant (men)				
Carpenters	11.36	12.91	9.70	NA
Electricians	13.23	14.16	10.03	14.35
Engineers, stationary	12.93	12.40	10.80	NA
Machinists	12.39	13.67	NA	14.85
Mechanics (machinery)	12.49	13.37	10.02	13.91
Tool & die makers	14.17	13.09	NA	NA
Custodial & material movement (men)				
Guards	5.62	5.70	4.06	4.65
Janitors, porters & cleaners	4.99	4.16	4.22	4.08
Laborers, material handling	8.51	6.79	6.15	5.83
Shippers & receivers	8.00	8.22	6.51	NA
Truckdrivers	9.83	9.27	7.24	7.51
Forklift operators	9.83	9.58	7.72	6.91

PACKAGE DEAL



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- Industrial Revenue Bonds
- Start Up Training Programs
- 11 Available Industrial Buildings
- 1200 Acres Industrial Sites
- 34 Flights Daily Serving Houston, Dallas, Austin, San Antonio
- Rail Service With 8 Freights Daily
- 2 Vocational-Technical Training Centers
- 2 Universities; 1 College

ABILENE

For Additional Information Contact
Gary Vest
ABILENE
INDUSTRIAL FOUNDATION, INC.
P.O. Box 2281 Abilene, Texas 79606
(915) 677-7241

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TEXAS

11. Energas Co.
    301 Taylor, Amarillo 79189
12. Entex Inc.
    P.O. Box 2628, Houston 77001
13. Garland Power & Light System
    Box 469002, Garland 75046-9002
14. Grey Forest Utilities
    14570 State Hwy. 16 N., Helotes 78023
15. Gulf States Utilities Co.
    350 Pine St., Box 2951, Beaumont, TX 77704
16. Houston Lighting & Power Co.
    P.O. Box 1700, Houston 77001
17. Lone Star Gas Co.
    301 S. Harwood St., Dallas 75201
18. Lubbock Power & Light Dept.
    P.O. Box 2000, Lubbock 79457
19. Rio Grande Valley Gas Co.
    Box 3690, Brownsville 78520
20. San Antonio Public Service Bd.
    145 Navarro St., Box 1771, San Antonio 78296
21. Southern Gas
    110 E. Cotton, Longview 75601
22. Southern Union Co. & Consolidated Subsidiaries
    1800 InterFirst Two Bldg., Dallas 75270
23. Southwestern Electric Power Co.
    428 Travis St., P.O. Box 21106 Shreveport, LA 71156
24. Southwestern Pub. Service Co.
    6th at Tyler, Box 1261, Amarillo 79170
25. Texas-New Mexico Power Co.
    4100 Int'l Plaza, Box 2943, Ft. Worth 76113
26. Texas Oil & Gas Corp.
    1700 Pacific Ave. LB# 10, Dallas 75201-4696
27. Texas Utilities Electric Co.,
    2001 Bryan Tower, Dallas 75201
28. Western Gas Corp.
    110 E. Cotton, Longview 75601
29. West Texas Utilities Co.
    301 Cypress, Abilene 79601

Utilities serving cities under 25,000:

Brazos Elec. Power Co-op, Inc.
Richard McCaskill, Gen. Mgr.
P.O. Box 6296, Waco 76706
817/752-2501

Golden Spread Elec. Co-op, Inc.
Robert W. Bryant, Gen. Mgr.
P.O. Box 9898, Amarillo 79105
806/379-7766

Lower Colorado River Auth.
S. David Freeman, Gen. Mgr.
P.O. Box 220. Austin 78767
512/473-3200

Northeast Texas Elec. Co-op, Inc.
Richard K. Thomas, Gen. Mgr.
211 East Tyler St., S-507
Longview 75601
214/757-3282

Rayburn County Elec. Co-op
John W. Kirkland, Pres.
750 Interstate 30, Ste. 140
Greenville 75087
214/722-1336

Sam Rayburn G&T, Inc.
John H. Butts, Mgr.
P.O. Box 1623
Nacogdoches 75961
409/560-9532

San Miguel Elec. Co-op, Inc.
Richard McCaskill, Acting Mgr.
P.O. Box 280, Jourdanton 78026
512/784-3411

South Texas Elec. Co-op
William S. Robson, Gen. Mgr.
P.O. Box 151, Nursery 77976
512/575-6491

Tex-La Elec. Co-op of Texas, Inc.
John H. Butts, Mgr.
P.O. Box 1623
Nacogdoches, TX 75961
409/560-9532

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	10,500	575,800
Masonry	275	23,650
Clays	3,933	24,440
Gem stones	NA	175
Gypsum	2,178	18,077
Lime	1,235	62,368
Salt	8,200	71,200
Sand & gravel:		
Construction	59,000	203,900
Industrial	2,100	30,500
Stone:		
Crushed	95,000	393,200
Dimension	36	10,669
Sulfur (Frasch) — thou. metric tons	3,039	W
Talc & soapstone	265	4,983
Combined value of asphalt (native), fluorspar, helium (crude), helium (grade A), iron ore, magnesium chloride, magnesium compounds, mica (scrap), sodium sulfate, and value indicated by symbol W		458,766
Total 1985 (preliminary)		1,877,728

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Abilene	43	84	2621	2467
Amarillo	35	79	4231	1428
Austin	49	85	1760	2914
Big Spring	43	83	2658	2312
Brownsville	60	84	609	3772
Corpus Christi	56	85	970	3574
Dallas	45	86	2301	2846
Denton	44	85	2460	2540
El Paso	44	83	2664	2096
Fort Worth	44	86	2407	2809
Galveston	54	83	1253	2967
Harlingen	59	84	786	3770
Houston	51	83	1549	2761
Laredo	56	87	926	4043
Lubbock	39	80	3516	1676
McAllen	59	84	755	3833
Midland	44	82	2658	2126
Port Arthur	52	83	1477	2861
San Angelo	46	84	2313	2596
San Antonio	50	85	1606	2983
Sherman	41	84	2934	2331
Temple	47	85	2125	2740
Victoria	53	85	1273	3184
Waco	46	86	2126	2891
Wichita Falls	40	86	3011	2506

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·CHAMBER OF COMMERCE·
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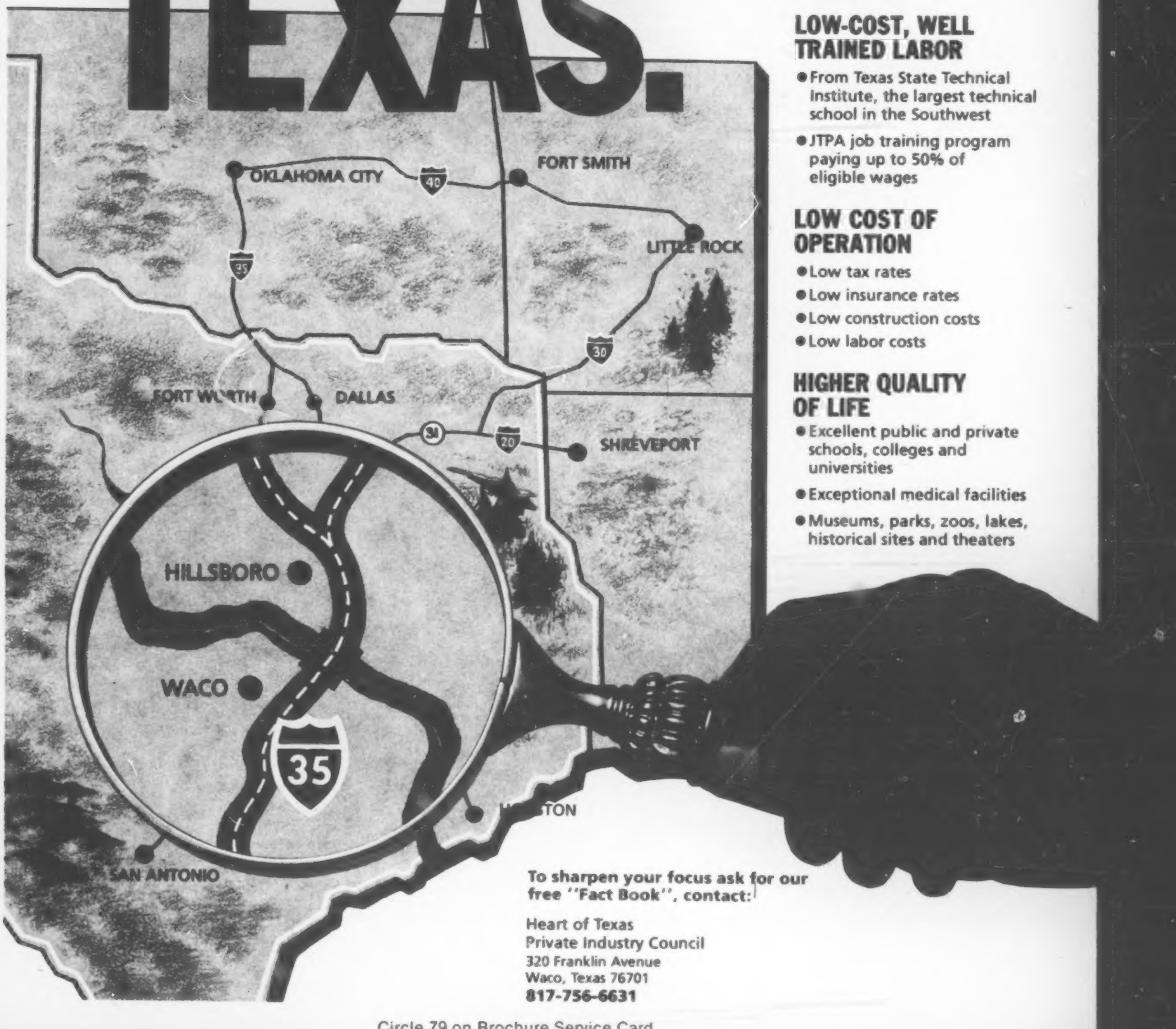

CENTRAL LOCATION

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EASY ACCESS

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- From Texas State Technical Institute, the largest technical school in the Southwest
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- Low insurance rates
- Low construction costs
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Heart of Texas
Private Industry Council
320 Franklin Avenue
Waco, Texas 76701
817-756-6631

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TEXAS

DEVELOPMENT COUNSELORS:

State Development Agency

Brandon, David V., Exec. Dir.
Texas Econ. Dev. Cmsn.
410 E. 5th St., P.O. Box 12728
Capitol Station, 410 E. Fifth St.
Austin, 78711
512/472-5059

Areas & Others

Abilene
Vest, Gary L. Mgr.
Abilene Ind. Fdtn., Inc.
P.O. Box 2281, 79606
915/677-7241

Amarillo
Krebs, Jonathan D. Area Dev. Mgr.
Southwestern Public Svc.
P.O. Box 1261, 79170
806/378-2183

Austin
Heflin, Rebecca J.
Acting Exec. Dir.
Texas Econ. Dev. Cmsn.
P.O. Box 12728, 78711
512/472-5059

Beaumont
Williams, Malcolm M., Bus. Dev. Mgr.
Gulf States Utilities Co.
P.O. Box 2951, 77704
409/839-2165

Brownsville
Campbell, Jack, Dir., Econ. Dev.
Port of Brownsville
P.O. Box 3070, 78520
512/831-4592

Downing, Irv, Exec. Dir.
Brownsville Econ. Dev. Fdtn.
302 King's Hwy., Ste. 205, 78521
800/531-7383, ext. 1891 (out of state)
800/292-5098, ext. 1891 (Texas)

Corpus Christi
Rhodes, Grace M., Ind. Dev. Mgr.
Central Power & Light Co.
P.O. Box 2121, 78403
512/881-5698

Dallas
Hix, Quentin, Dir., Econ. Dev.
Lone Star Gas Company
301 S. Harwood St., 75201
214/741-3711
Statham, Bill, Econ. Dev. Mgr.
Dallas Power & Light Co.
1506 Commerce St., 75201
214/698-7286

Dumas
Grist, John
Moore County Dev.
P.O. Box 324, 79029
806/935-6866

El Paso
Higgins, Denise K., Dir.
Ind. Energy Development
El Paso Electric Co.
303 N. Oregon, P.O. Box 982, 79960
915/543-4356
Page, Charles H., III, Exec. Dir.
El Paso Ind. Dev. Corp.
9 Civic Center Plaza, 79901
915/532-8281

Farmers Branch
Marketing Director
City of Farmers Branch
P.O. Box 819010, 75381-9010
214/247-3131

Freeport
Director
Brazosport Econ. Dev. Corp.
200 W. Second St.
Suite 305, 77541
409/239-2416

Harlingen
Bee, Edward R., C.I.D., Exec. V.P.
Harlingen Area Chamber of Comm.
P.O. Box 189, 78551
512/423-5440

Houston
Fuller, Kent, Econ. Dev. Mgr.
Houston Econ. Dev. Council
1100 Milam Bldg.
24th Fl., 77002
713/651-7216

Laredo
Lopez-Howland, Linda
Ind. Dev. Specialist
Laredo Dev. Fdtn.
P.O. Box 1435, 78042-1435
512/722-0563

Lewisville
Sheffield, E. H., Dir.
Lewisville Cham. of Comm.
P.O. Box 416, 233 Main, 75067
214/436-9571

Longview
Ross, David
E. Texas Chamber of Comm.
410 N. Center, 75601
214/757-4444

Lubbock
Lewis, Grey, Asst. Mgr.
Lubbock Chamber of Comm.
P.O. Box 561, 79408
806/763-4666

McAllen
Davis, William L., Pres.
Council for S. Texas Econ. Progress
520 Pecan St., 78501
512/682-1201

Mesquite
Director
Mesquite C. of C.
617 Ebrite, P.O. Box 115, 75149
214/285-0211

Midland
Hardin, Steven C., Econ. Dev. Mgr.
Midland Chamber of Comm.
Econ. Dev. Dept.
P.O. Box 1890, 79702
915/683-3381

Odessa
Bernhard, Chuck, V.P., Econ. Dev.
Gtr. Odessa Chamber of Comm.
P.O. Box 3626, 79760
915/332-9103

Spring
Henderson, Larry J, VP
Missouri Improvement Co.
24125 Aldine Westfield Rd., 77373
713/350-7386

Sugarland
Appel, Herb, Pres.
Houston & Ft. Bend Cty.
Gtr. Ft. Bend Econ. Dev. Council
One Floor Dr., 77478
713/242-0000

Waco
Cleveland, Curtis, Econ. Dev. V.P.
Gtr. Waco Chamber of Comm.
P.O. Box 1220, 76703
817/752-6551

Wichita Falls
Lawson, Michael M., Exec. V.P.
Board of Commerce & Industry
P.O. Box 1860, 76307
817/723-2741

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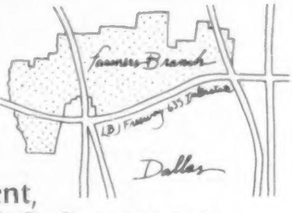

MOUNTAIN STATES

- ARIZONA
- COLORADO
- IDAHO
- MONTANA
- NEVADA
- NEW MEXICO
- UTAH
- WYOMING

Regional Review

by Ann Abernethy and Lucy Creighton

While reports on the Rocky Mountain region's economic and population growth rates may not be as remarkable as they have been in past years, the region is weathering the storm created by dropping oil and energy prices and the slump in agriculture industries better than expected.

The stupendous growth of the Rocky Mountain region in the '70s and early '80s contrasts with the slower growth of the region in the past two years, contributing to the misconception that the economy is now at a standstill. To the contrary, growth *is* occurring, but at a modest and controlled rate. The good news is that this economic slowdown is allowing the region time to solve some of the problems created by explosive growth and to better plan for the future.

The area still enjoys an attractive climate; a low cost of living; progressive, pro-business attitudes; a young, educated labor force; and spectacular recreational opportunities. All of this contributes to a unique quality of life—a factor that is becoming increasingly important to relocating businesses.

Uneven economic performances exist in the eight Rocky Mountain states. The northern states are suffering from the effects of declining prices in oil and gas, wood, agricultural products, metals, and coal. Idaho, Montana, and Wyoming are under pressure because of their dependence on natural resources.

The picture is brighter in the southern tier of states, especially in the metropolitan areas. Substantial growth is oc-

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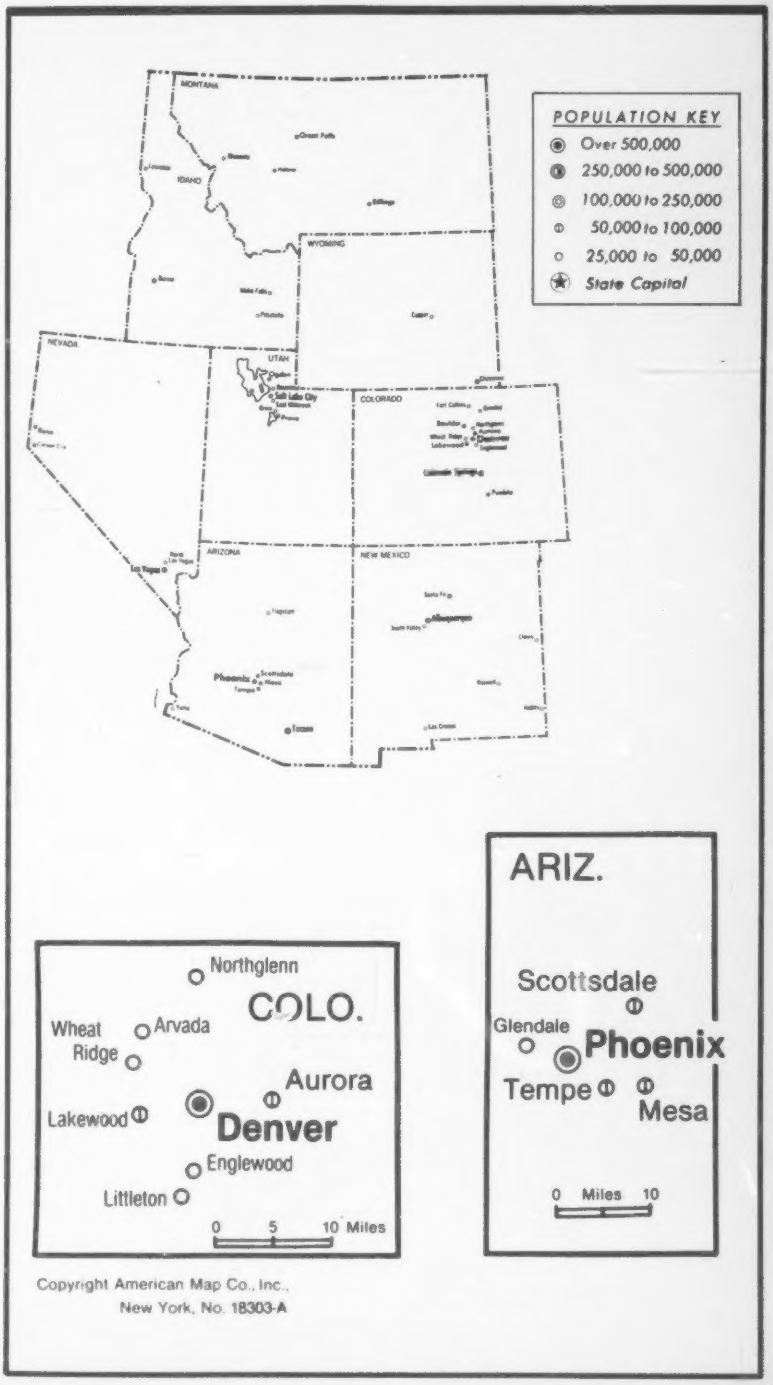
Ms. Abernethy is an economic development specialist at ECO Aurora, Inc., Colo. Ms. Creighton is a vice president and economist at the First Interstate Bank of Denver.



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curring in service, high-technology, and other state-of-the-art manufacturing industries. Defense firms, particularly in Colorado, Arizona, New Mexico, and Utah, are doing very well. High office-market vacancy rates in Colorado and Arizona have resulted in lower rental rates, which are attractive to relocating companies. High absorption rates indicate that decision makers have optimism in the area.

Below are excerpts from a report by First Interstate Bank of Denver that outline the economic climate and outlook for 1987 for each of the Rocky Mountain states.

Arizona. A major key to Arizona's success is the employment mix. This diversity has allowed the state to continually outperform the region and the nation in growth. Manufacturing accounts for 14% of the state's employment; half of this employment is in high technology industries. The large number of computers, components, and aerospace companies has allowed the state to do well, even though semiconductor companies have been troubled. Construction employment will decline in 1987 due to overbuilding, but tourism and other services will remain strong.

Colorado. From August 1984 to August 1986 Colorado grossed a total of 55,700 new jobs—24,000 of these jobs were offset by losses in mining, petroleum, construction, and manufacturing, though, so the net gain was 31,500 jobs. The Colorado economy is expected to improve, but the improvement will seem slow compared with the boom time between 1970 and 1982. Population growth will remain above the national average. Economic growth in the state is not overly dependent on natural resources, so the state can expect substantial growth and development over the longer term.

Idaho. Employment gains in the food-processing, trade, and service sectors in 1986 offset Idaho's job losses in mining, high technology, and lumber manufacturing. Although the state's farmers will continue to fight an uphill battle in 1987, improvements will occur in other sectors. The state is expected to continue experiencing employment gains in 1987, though at rates below those in 1985.

Montana. Farm incomes in Montana should show some improvement now that the drought has ended, but other parts of the state's resource-based economy will continue under pressure. Problems in metal, coal, oil and gas, and wood have affected service and derivative economic activity. Some positive developments, such as the reopening of several gold and silver mines and an increase in biomedical products firms, are helping to ease the state's transition to a more diversified economy.

Nevada. Tourism, retail and wholesale trade, and the services sector remained strong in 1986, and Nevada continues to be one of the fastest-growing states in the nation. A 4% gain in non-farm employment is expected in 1987, although personal income growth will be about the same as the national average.

New Mexico. New Mexico exhibits much the same combination of strengths and weaknesses as the national economy. In the urban centers, employment continues to advance, averaging 2%—a modestly stronger performance is expected in 1987. Outside the urban areas unemployment rates are above 10%, and the going is tough. Losses in mining and sagging fortunes in farming and ranching mean New Mexico's non-urban areas have a period of continuing readjustment ahead.

Utah. As is the case for the other states in the region, the bulk of Utah's growth is in the metropolitan areas. Over the last five years there has been a significant increase in space and defense contracts, although this period of rapid expansion appears to be over. Growth will be steady and above the national average for the rest of the decade. Overall, Utah's economy looks strong and its near-term prospects are good.

Wyoming. A turnaround in Wyoming's resource-dependent economy is still in the offing. Employment is expected to continue falling in 1987 due to losses in both basic and support industries, as well as out migration. Cheyenne and Laramie, less dependent on energy than Casper and the southwest communities, are faring noticeably better than other parts of the state. ☐

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STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings (municipalities & counties)
- Bonds for pollution control (municipalities & counties)
- Industry training services
- SBA-503 program
- SBA-504 program
- UDAG program
- Revolving loan programs
- Industrial development bonds

For further information, contact:
John Lopach, Dir.
Development Finance
Arizona Dept. of Commerce
1700 West Washington, 5th Floor
Phoenix, AZ 85007
602/255-5705

Tax rates:

Corporate income tax	$350.00 plus 10% of amt. over $6,000
Personal income tax	8% of $6,738 or more
Personal property tax assessment ratio	10%
Sales tax (no sales tax on machinery and equip. used directly in mfg.)	5%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.16/gal.
Worldwide unitary tax	none
Commercial and industrial tax assessment ratio	25%
Use tax	4%

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	19
Vocational & business schools	250

For additional labor market information, contact Research Admin., AZ Dept. of Econ. Security, Site Code 733A, P.O. Box 6123, Phoenix, AZ 85005

For additional industry training programs information, contact Alice W. Snell, Dir. of Industry Training Services, AZ Dept. of Education, 1535 West Jefferson, Phoenix, AZ 85007

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
ARIZONA	2,717.9	3,252.2
Flagstaff	34.6	NA
Glendale	97.0	122.6
Mesa	152.5	220.9
Phoenix	764.9	897.2
Scottsdale	88.4	108.8
Sierra Vista	26.0	NA
Tempe	106.7	129.5
Tucson	330.5	381.9
Yuma	42.4	45.2

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
Phoenix	1,508.0	1,841.1
Tucson	531.3	634.6

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARIZONA	185.2	40.8	9.89
Phoenix	131.4	NA	NA
Tucson	32.8	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

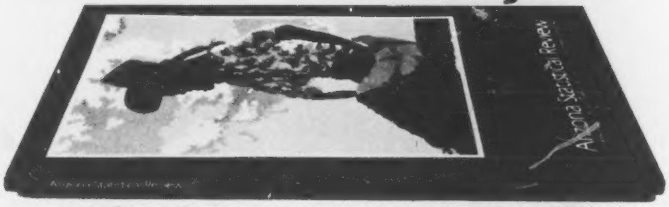
	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARIZONA	1,587.1	109.9	6.9
Phoenix	984.7	53.6	5.4
Tucson	305.9	16.9	5.5

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	110.4	36.2	11.84
MANUFACTURING	180.7	40.9	9.47
DURABLE GOODS	142.9	NA	NA
Lumber & wood prods.-SIC 24	7.4	NA	NA
Stone, clay, & glass prods.-SIC 32	7.9	NA	NA
Primary metal industries-SIC 33	7.8	40.0	12.64
Fabricated metal products-SIC 34	9.4	NA	NA
Machinery-SIC 35	68.4	38.9	8.56

Arizona's Numbers Crunched. Only 22¢.



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Company Type of Business
Address Phone
City State Zip

Economic Development, P.O. Box 71, A758, Phoenix, AZ 85001

VALLEY NATIONAL BANK OF ARIZONA

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TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Flagstaff 1, 30
Glendale 1 (Phoenix)
Mesa 2 (Phoenix)
Phoenix 1, 2, 4-11, 13-24, 26-30
Scottsdale (Phoenix)
Sierra Vista (23 through Douglas)
Tempe 2, 12
Tucson 2, 3, 6-8, 10, 13, 14, 17, 18, 21, 22, 25-29
Yuma 2, 30

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Southern Pacific Trans. Co.

Airlines

3. Aeromexico
4. Air L.A.
5. Air Sedona
6. Alaska Airlines
7. American
8. American West
9. Braniff
10. Continental
11. Delta
12. Delta Connection—Rio Airways
13. Eastern
14. Frontier Airlines
15. Golden Pacific
16. Havasu Airline
17. Mesa Airlines
18. Northwest
19. Northwest Airlink—America West
20. Pan Am Express—Republic
21. PSA Pacific Southwest
22. Republic
23. Sierra Vista Aviation
24. Southwest Airlines
25. Sunworld Int'l. Airlines
26. TWA
27. United
28. USAir
29. Western Airlines
30. Western Express—Sky West Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Flagstaff — 1e, 4g
Glendale — 1e, 3e, 5g
Mesa — 2eg, 3e, 5g
Phoenix — 1e, 3e, 5g
Scottsdale — 1e, 3e, 5g
Sierra Vista — 5g
Tempe — 1e, 3e, 5g
Tucson — 6e, 5g
Yuma — 1e, 5g

1. Arizona Public Service Co.
   411 N. Central Ave., Phoenix 85004
2. Mesa City Utilities (Electric)
   730 N. Mesa Dr., Box 1466
   Mesa 85201; (Gas) 55 N. Center,
   Mesa 85201-0904
3. Salt River Project Agricultural
   Improvement & Power Dist.

Box 52025, Phoenix 85072-2025

4. Southern Union Co. & Consolidated Subsidiaries
   1800 InterFirst Two Bldg., Dallas, TX 75270
5. Southwest Gas Corp.
   5241 Spring Mt. Road, Las Vegas, NV 89102
6. Tucson Electric Power Co.
   220 W. 6th St., Box 711, Tucson 85702

Utility serving cities under 25,000:

Arizona Elec. Power Co-op, Inc.
J. B. Flanders, Gen. Mgr.
P.O. Box 670, Benson 85602
602/586-3631

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	182	1,228
Copper — metric tons (recov. cont. of ores, etc.)	768,351	1,133,233
Gem stones	NA	2,700
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	264	2,191
Lime	481	22,977
Molybdenum — thou. lbs. (cont. of concentrate)	24,261	76,423
Pumice	2	22
Sand & gravel: (construction)	38,000	122,900
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	3,926	24,338
Stone:		
Crushed	5,800	29,800
Dimension	(1)	1
Combined value of cement, lead, perlite, pyrites, salt, sand and gravel (industrial), tin, and values indicated by symbol W		116,761
Total 1985 (preliminary)		1,532,574

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data
(1) less than ½ unit

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Flagstaff	28	66	7254	127
Mesa	51	90	1598	3297
Phoenix	52	92	1442	3746
Tempe	51	90	1654	3160
Tucson	51	86	1734	2840
Yuma	56	94	983	4244

DEVELOPMENT COUNSELORS:

State Development Agency

Schaefer, Janice M., Bus. & Trade Dir.
Arizona Dept. of Commerce
1700 W. Washington, 5th Fl.
Phoenix, 85007
602/255-5374 or
800/528-8421

Areas & Others

Phoenix

Callan, Thomas J., V.P. Econ. Dev.
Valley National Bank
P.O. Box 71 — A758, 85001
602/261-2246

Nelson, James B., Area Dev. Rep.
Salt River Project
P.O. Box 52025, 85072-2025
602/236-5088

Pollack, Elliott, V.P. Econ. Plng.
Valley National Bank
P.O. Box 71 — A733, 85001
602/261-2548

Walker, Ron
Econ. Dev. Dept.
Arizona Public Service
P.O. Box 53999, Mail Sta. 1790, 85072-3999
602/250-2380

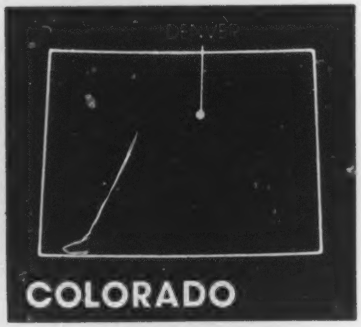
Scottsdale

Robertson, Rod R., Econ. Dev. Dir.
Scottsdale C. of C.
P.O. Box 130
7333 Scottsdale Mall, 85252
602/945-8481

Tucson

McGrath, Linda, Mktg. V.P.
The JNC Companies
5780 N. Swan Rd., 85718
602/577-1800

Stephenson, William V., C.I.D., Exec. Dir.
Tucson Econ. Dev. Corp.
465 W. St. Mary's Rd.
Suite 200, 85705-8268
602/623-3673



STATE INFORMATION:

Financial assistance to industry:
- Direct state bonds for building & equipment (limited purposes)
- Bonds for buildings, municipal or county
- Bonds for pollution control, municipal or county
- Aid for job training

Tax rates:

Corporate income tax	5.25% on first $50,000; 5.50% from $50-200,000; 6.00% on $200,000 and over
Personal income tax	8.0% over $15,390
Sales tax	3%-7%
Franchise & incorp. filing fee (initial)	$11-40/yr.
Inventory tax	none
Gasoline tax	$.18/gal.

Advanced education facilities (public only):

Four-year colleges & universities	13
Two-year or junior colleges	16
Vocational & business schools	9

Medical facilities:

General hospitals	83
Clinics	NA

Labor analysis:

Civilian labor force	1,712,100 (1986)
High school graduates (public schools only)	32,621

For additional labor market information, contact Div. of Employ., 1278 Lincoln St., Denver, CO 80203, 303/866-6328

Environment controls:

Air pollution: Colorado Dept. of Health, Air Pollution Control Div., 4210 E. 11th Ave., Denver, CO 80220, 303/320-8333

Water pollution: Water Quality Control Div (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
COLORADO	2,888.8	3,269.7
Arvada	84.6	94.6
Aurora	158.6	206.7
Boulder	76.7	80.7
Colorado Springs	215.2	251.0
Denver	491.4	499.4
Englewood	30.0	NA
Fort Collins	64.6	75.9
Grand Junction	28.1	NA
Greeley	53.0	57.4
Lakewood	112.8	123.9
Littleton	28.6	NA
Longmont	42.9	51.2
Loveland	30.2	36.4
North Glenn	29.8	NA
Pueblo	101.7	100.3
Thornton	40.3	47.9
Westminster	50.2	62.4
Wheat Ridge	30.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
*Boulder - Longmont	190.0	219.0
Colorado Springs	317.5	352.9
*Denver	1,429.0	1,635.1
Fort Collins-Loveland	149.2	178.4
Greeley	123.4	138.8
Pueblo	126.0	125.4

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
COLORADO	191.1	40.4	9.59
Denver—Boulder-Longmont	128.7	NA	NA

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	85.6	37.7	12.44
MANUFACTURING	193.3	40.2	9.52
DURABLE GOODS	123.5	40.8	9.60
Lumber & furniture-SIC 24	7.1	NA	NA
Stone, clay, & glass prods.-SIC 32	9.8	NA	NA
Primary & fabricated metals-SIC 33	14.7	NA	NA
Machinery, except electrical-SIC 35	25.4	NA	NA
Electrical & electronic equip.-SIC 36	24.9	NA	NA
Transportation equipment-SIC 37	16.6	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Denver-Boulder 12/85
Office, professional, & technical	
Payroll clerks	$ 8.14
Accounting clerks	7.53
File clerks	5.95
Typists	7.09
Key entry operators	7.44
Secretaries	9.65
Stenographers	9.25
Switchbd opr-recept's	6.84
Drafters	10.08
Electronics technicians	12.48
Computer operators	10.25
Computer programmers	14.06
Computer systems analysts	15.61
Maintenance & powerplant	
Carpenters	12.41
Electricians	14.01
Engineers, stationary	13.88
Machinists	13.50
Mechanics (machinery)	12.60
Tool & die makers	13.93
Custodial & material movement	
Guards	5.29
Janitors, porters & cleaners	5.08
Laborers, mat'l handling	9.44
Shippers & receivers	8.63
Truckdrivers	10.27
Forklift operators	11.45

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
COLORADO	1,707.8	112.0	6.6
Boulder-Longmont	129.1	6.9	5.3
Denver	902.7	54.3	6.0

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Arvada 2, 4 (Denver)
Aurora (Denver)
Boulder 2, 6 (Denver)
Colorado Springs 1, 2, 4, 8-10, 12-14, 17, 26-28, 30
Denver 1-8, 10-30
Englewood 1, 4 (Denver)
Fort Collins 2, 6 (Cheyenne, WY)
Grand Junction 4, 9, 12, 17, 31
Greeley 2, 6 (Denver)
Lakewood (Denver)
Littleton 1, 4 (Denver)
Loveland 2 (Denver)
Northglenn 6 (Denver)
Pueblo 1, 2, 4, 6, 9, 13
Thornton (Denver)
Westminster 2 (Denver)
Wheat Ridge (Denver)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago and North Western Transportation
4. Denver & Rio Grande Western R.R.
5. Illinois Central Gulf Railroad
6. Union Pacific Railroad

Airlines

7. Air Midwest
8. American
9. America West
10. Aspen Airways
11. Centennial Airlines
12. Continental
13. Continental Commuter—Rocky Mountain Airways
14. Continental Commuter—Trans Colorado Arlns.
15. Delta
16. Eastern
17. Frontier Airlines
18. GP Express

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25. Southwest Airlines
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27. TWA
28. United
29. USAir
30. Western Airlines
31. Western Express—Sky West Arlns.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Arvada — 5eg
Aurora — 5eg
Boulder — 5eg
Colorado Springs — 1eg
Denver — 5eg
Englewood — 5eg
Fort Collins — 2e, 5g
Grand Junction — 5eg
Greeley — 3e
Lakewood — 5eg
Littleton — 5eg
Loveland — 4e, 5g
Northglenn — 5eg
Pueblo — 6e, 5g
Thornton — 5eg
Westminster — 5eg
Wheat Ridge — 5eg

1. Colo. Springs Dept. of Pub. Utilities (Electric) 30 S. Nevada Ave., Box 1103, Colorado Springs 80947; (Gas) 101 S. Conejos St., Colorado Springs 80903
2. Ft. Collins Lt. & Power Dept.
   700 Woods St., Box 580, Fort Collins 80522
3. Home Light & Power Co.
   810 9th St., Box 8, Greeley 80632-0008
4. Loveland Electric Dept.
   446 N. Garfield, Loveland 80537
5. Public Service Co. of Colorado
   550 15th St., Denver 80202
6. Southern CO Power, Centel Corp.
   115 W. 2nd St., Box 75, Pueblo 81002

Utilities serving cities under 25,000:

Colorado-Ute Elec. Assn., Inc.
Girts Krumins, Pres.
P.O. Box 1149, Montrose 81402
303/249-4501

Tri-State G&T Assn., Inc.
Daniel MacLeod, Gen. Mgr.
P.O. Box 33695, Denver 80233
303/452-6111

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Copper	173	254
Clays	245	1,637
Gem stones	NA	80
Gold — troy ozs. (recov. cont. of ores, etc.)	53,681	17,446
Gypsum	W	W
Sand & gravel:		
Construction	25,200	88,100
Industrial	175	2,800
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	1,250	7,750
Stone:		
Crushed	5,900	21,140
Dimension	4	554
Combined value of cement, iron ore, lead, lime, molybdenum, peat, perlite, pyrites, salt, tin, tungsten ore and concentrate, vanadium (1984), zinc, and values indicated by symbol W		250,936
Total 1985 (preliminary)		390,697

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan	Jul.	Heating	Cooling
Boulder	33	74	5460	790
Colorado Springs	29	71	6346	501
Denver	30	73	6014	680
Fort Collins	27	71	6483	471
Greeley	25	74	6442	647
Lakewood	31	73	5883	639
Pueblo	30	77	5465	1042

DEVELOPMENT COUNSELORS:

State Development Agency

Abrams, Stephen L., Dir.
Office of Business Dev.
State of Colorado
1625 Broadway, Ste. 1625
Denver, 80632
303/892-3840

Areas & Others

Aurora
Gade, James P., R.E. Oper. Dir.
Upland Industries Corp.
14001 East Iliff Ave.
Ste. 312, The Forum, 80014
303/369-0800

Whitney, Gregory D., C.I.D., Exec. Dir.
ECO Aurora, Inc.
1470 S. Havana St., Ste. 812, 80012
303/750-2500

Canon City
Dyer, Skip, Exec. Dir.
Fremont Cty. Econ. Dev. Council
P.O. Bin 749, 81212
303/275-2331

Colorado Springs
Devine, Jim
Colo. Springs Econ. Dev. Council
Box B, Dept. 4, 80901
303/471-8183

Denver
Jennings, Rex, Pres. & C.E.O.
Denver Chamber of Comm.
1301 Welton St., 80204
303/534-3211

Keever, Jack A., Pres.
Adams Cty. Econ. Dev.
11990 Grant St., Ste. 101, 80223
303/405-5100

Grand Junction
Leech, Richard G., Pres.
Mesa Cty. Econ. Dev. Council
2828 H Rd., Walker Airport Term.
81506
303/245-4332

Loveland
Duckworth, Bob, Econ. Dev. Dir.
Chamber of Comm.
114 E. 5th, Box 58, 80537
303/667-6311

Pueblo West
Hacker, William Co., Ind. Dev. Dir.
MCO Properties Inc.
P.O. Box 7000, 81007
303/547-3111

IDAHO

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control (local)
- Aid for job training
- Private Industry Council O.J.T.
- Industrial revenue bonds
- Investment tax credit of 3%
- Job expansion credit

Tax rates:

Corporate income tax	7.7%
Federal Internal Revenue Service Code followed with minor exceptions. $20 minimum payment.	
Personal income tax	2%-7.5%
Sales tax (many exemptions)	5%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.145/gal.

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	4
Vocational & business schools	7

Medical facilities:

Hospitals	43
Clinics	NA

Labor analysis:

Civilian labor force	438,100 (7/85)
High school graduates	12,300
Mfg. workers in union	12.0%

Source: Grant Thorton *General Manufacturing Climates 1986*

For additional labor market information, contact Dept. of Employ., P.O. Box 35, 317 Main St., Boise, ID 83735, 208/334-2620

Environment controls:

Air & water pollution: Dept. of Health & Welfare Div. of Environ., 450 W. State St., Boise, ID 83720, 208/334-4059

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
IDAHO	943.9	1,029.9
Boise	102.5	112.0
Idaho Falls	39.6	NA
Lewiston	28.0	NA
Nampa	25.1	NA
Pocatello	46.3	45.8
Twin Falls	26.2	NA

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1986
	Thousands	
Boise City	173.0	198.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
IDAHO		
53.2	37.5	9.73
Boise City		
11.1	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
IDAHO		
502.3	41.1	8.2
Boise City		
107.5	5.0	4.7

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
15.6	36.6	13.42
MANUFACTURING		
55.2	37.8	9.41
DURABLE GOODS		
27.1	NA	NA
Lumber & wood prods.-SIC 24		
13.6	38.8	10.28
Stone, clay, & glass-SIC 32		
0.9	NA	NA
Fabricated metal products-SIC 34		
1.8	NA	NA
Machinery, except electrical-SIC 35		
6.0	NA	NA
Electrical & electronic equip.-SIC 36		
2.8	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boise 2-9
Idaho Falls 2, 6, 9, 10
Lewiston 1, 4, 6
Nampa 2 (Boise)
Pocatello 2, 6, 10
Twin Falls 2, 6, 10

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific Railroad

Airlines

3. Alaska Airlines
4. Empire Airways
5. Frontier Airlines
6. Horizon Air
7. PSA Pacific Southwest
8. United
9. Western Airlines
10. Western Express-Sky West Arlns.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boise — 2e, 3g
Idaho Falls — 1e, 3g
Lewiston — 4eg
Nampa — 2e, 3g
Pocatello — 2e, 3g
Twin Falls — 2e, 3g

1. Idaho Falls Elec. Light Div.
   Box 220, Idaho Falls 83402
2. Idaho Power Co.
   1220 W. Idaho St., Box 70, Boise 83707
3. Intermountain Gas Co.
   555 S. Cole Rd., Box 7608, Boise 83707
4. Washington Water Power Co.
   1411 E. Mission Ave., Box 3727
   Spokane, WA 99220

Utility serving cities under 25,000:

Snake River Power Assn., Inc.
Lew R. Greene, Secy.-Treas.
P.O. Box 417, Mackay 83251
208/645-2211

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Antimony ore & concentrate, antimony cont. — short tons	W	W
Clays	1	W
Copper — metric tons (recov. cont. of ores, etc.)	3,516	5,186
Gem stones	NA	175
Lime	36	2,303
Sand & gravel (construction)	4,000	11,400
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	19,250	119,350
Stone (crushed)	2,500	7,300
Combined value of cement, garnet (abrasives), gold, gypsum, lead, molybdenum, perlite, pumice, sand and gravel (industrial), stone (dimension), vanadium, zinc, and values indicated by the symbol W		126,039
Total 1985 (preliminary)		403,773

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Boise	30	75	5802	742
Idaho Falls	19	69	7995	288
Lewiston	32	74	5436	734
Pocatello	24	71	7123	445

DEVELOPMENT COUNSELORS:

State Development Agency

Director
Idaho Dept. of Commerce
Capitol Bldg., Rm. 108, Boise, 83720
208/334-3322

Areas & Others

Boise

Fernley, Robert W., R.E. Oper., Mgr.
1701 Eastover Terrace
Union Pacific Station
P.O. Box 6766, 83707
208/343-8787

Kopischke, Keith R., Sr. Assoc.
Sunregion Associates
P.O. Box 591, 83701
208/385-9255

STATE INFORMATION:

Financial assistance to industry:

Reduced property assessment (up to 50% of taxable value) for first ten years of operation
Reduced property tax rate for first three years of operation
Corporate license tax credit for first three years of operation, equal to 1% of new wages paid
Reduced taxes for pollution control equipment
No inventory tax
No property tax on "freeport mer-

chandise," in-transit merchandise stored temporarily in Montana

Umbrella industrial revenue bonds with long-term, fixed rate, tax exempt financing to businesses for projects under $800,000 (funds to be applied toward land, buildings, or equipment)

State stand-alone industrial revenue bonds for tax-exempt debt financing of projects over $800,000

In-state investment of 25% of Montana's coal tax trust fund in small- & medium-sized businesses (approximately $15 million annually)

In-state debt & equity investment of pension & other trust fund monies

State-certified Montana Capital Companies to provide venture or equity capital to small Montana businesses

Renewable energy & water development grant & loan programs

Business assistance information: training opportunities, federal contract leads, licensing and sources of grant & loan funds. Programs for assistance in financial packaging, marketing, business location, & international trade and introductions to certified communities.

Tax rates:

Corporate income tax	6¾% of net income
Personal income tax	2%-11% of taxable income
Sales tax	none
Incorporation tax	$50
Franchise tax	none
Inventory tax	none
Gasoline tax	$.17/gal.

Advanced education facilities:

Four-year colleges & universities	9
Two-year or junior colleges	3
Vocational & business schools	14

Medical facilities:

Hospitals	60
Clinics	NA

Labor analysis:

Civilian labor force	406,000 (1984)
High-school grads	11,000

For additional information, contact Business Assistance Div., Montana Dept. of Commerce, 1424 Ninth Ave., Capitol Sta., Helena, MT 59620, 406/444-3923.

Environment controls:

Air & water pollution: Donald G. Willems, Admin., Environ. Sciences Div., Montana Dept. of Health & Environ. Sciences, Cogswell Bldg., Capitol Station, Helena, MT 59620, 406/444-3948

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
MONTANA	786.7	836.7
Billings	66.8	71.6
Butte-Silver Bow	37.2	NA
Great Falls	56.7	58.1
Missoula	33.4	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Billings	108.0	122.5
Great Falls	80.7	80.7

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MONTANA		
21.4	40.2	10.89

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MONTANA		
410.5	26.6	6.5

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Billings 7/86
Office, professional, & technical	
Payroll clerks	$ 7.44
Accounting clerks	6.78
File clerks	4.86
Key entry operators	6.69
Secretaries	8.38
Stenographers	NA
Switchbd opr-recept's	5.78
Word processors	6.96
Drafters	10.13
Electronics technicians	[illegible]
Computer operators	7.50
Computer programmers (business)	NA
Maintenance & powerplant	
Electricians	14.01
Engineers, stationary	13.40
Mechanics (machinery)	12.54
Custodial & material movement	
Janitors, porters & cleaners	6.60
Shippers & receivers	NA
Truckdrivers	12.25

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
11.3	NA	NA
MANUFACTURING		
21.7	39.0	10.97
DURABLE GOODS		
13.5	39.7	11.22

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Billings 1, 3-7
Butte-Silver Bow 1, 2, 5, 7
Great Falls 1, 3-7
Missoula 1, 3-5, 7

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific Railroad

Airlines

3. Frontier Airlines
4. Northwest
5. Northwest Airlink-Big Sky
6. United
7. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Billings — 3e, 2g
Butte-Silver Bow — 3eg
Great Falls — 3e, 1g
Missoula — 3eg

1. Great Falls Gas Co.
   One 1st Ave. So., Great Falls 59401
2. Montana-Dakota Utilities Co.
   400 N. 4th St., Bismarck, ND 58501
3. Montana Power Co.
   40 E. Broadway, Butte 59701

Utilities serving cities under 25,000:

Central Montana Elec. Power Co-op, Inc.
James H. Follensbee, Mgr.
P.O. Box 50085, Billings 59105
406/248-7936

Upper Missouri G&T Elec. Co-op, Inc.
William Heit, Mgr.
P.O. Box 1069, Sidney 59270
406/482-4100

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	404	16,695
Gem stones	NA	400
Gold — troy ozs. (recov. cont. of ores, etc.)	184,774	60,051
Lime	66	5,708
Sand & gravel (construction)	7,900	21,700
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	5,250	32,550
Stone (crushed)	830	2,200
Combined value of barite, cement, copper, graphite (1984), gypsum, iron ore, lead, molybdenum, peat, phosphate rock, sand and gravel (industrial), stone (dimension), talc, and vermiculite		85,764
Total 1985 (preliminary)		225,068

* thousand short tons except as noted

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Billings	21	72	7212	553
Great Falls	19	69	7766	391
Missoula	21	67	7839	216

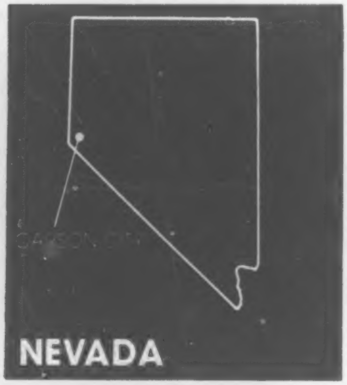
DEVELOPMENT COUNSELORS:

State Development Agency

Colbo, Keith L., Dir.
Montana Dept. of Comm.
1424 9th Ave.
Helena, 59620
406/444-3797

Areas & Others

Billings
Ott, E. Butch, Exec. Dir.
Forward Billings Econ. Dev. Council
P.O. Box 1155, 59103
406/248-7979



STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings (city, county, & state)
- Bonds for pollution control
- Sales and use tax deferral
- Free port law
- Right-to-work law

Tax rates:

Corporate income tax	none
Personal income tax	none
Property tax	varies locally
Sales tax	5¾% (food for home use, prescribed drugs & medicines, & gasoline are exempt)
Franchise tax	none
Inventory tax	none
Gasoline tax	none

Advanced education facilities:

Four-year colleges & universities	3
Two-year or junior colleges	4
Vocational & business schools	4

Medical facilities:

Hospitals	33
Clinics	5

Labor analysis:

Civilian labor force	510,000
High-school grads	194,000 (1980)
Mfg. workers in unions	7.5% (approx.)

For additional labor market information, contact Employ. Security Dept., Capital Complex, Carson City, NV 89710, 702/885-4550

Environment controls:

Air & water pollution: Nevada State Dept. of Conservation & Natural Resources, Nye Bldg., 201 S. Fall St., Carson City, NV 89710, 702/885-4670

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
NEVADA	799.2	940.9
Carson City	32.0	36.3
Las Vegas	164.7	188.2
North Las Vegas	42.7	47.8
Reno	100.8	108.0
Sparks	40.8	49.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Las Vegas	461.8	554.2
Reno	193.6	217.4

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEVADA	22.5	40.8	9.45
Las Vegas	8.1	38.8	11.37
Reno	8.3	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEVADA	531.6	27.8	5.2
Las Vegas	302.6	17.5	5.8
Reno	135.2	5.7	4.2

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	16.19	NA	NA
MANUFACTURING	21.9	40.4	9.15
DURABLE GOODS	14.3	40.8	9.41
Stone, clay, & glass prods.–SIC 32	1.5	40.1	11.92
Primary metal industries–SIC 33	1.1	40.9	14.49

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Carson City (Reno)
Las Vegas 2, 4-12, 14-21, 23-26
North Las Vegas (Las Vegas)
Reno 1-3, 7, 10, 12, 13, 17-19, 22, 24-26
Sparks 1 (Reno)

Railroads

1. Southern Pacific Lines
2. Union Pacific Railroad

Airlines

3. Aircal
4. Air Cortez
5. Air L.A.
6. Alaska Airlines
7. American
8. American Eagle
9. Braniff
10. Continental
11. Delta
12. Eastern
13. Frontier Airlines
14. Golden Pacific
15. Jet America Airlines
16. Ozark Air Lines
17. PSA Pacific Southwest
18. Republic
19. Royal West Airlines
20. Scenic Airlines
21. Southwest Airlines
22. Sunworld Int'l Airways
23. TWA
24. United
25. Western Airlines
26. Western Express-Sky West Arlns.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Carson City — 2e, 3g
Las Vegas — 1e, 3g
North Las Vegas — 1e, 3g
Reno — 2e
Sparks — 2e

1. Nevada Power Co.
   6226 W. Sahara Ave., Box 230
   Las Vegas 89151
2. Sierra Pacific Power Co.
   6100 Neil Rd., Box 10100, Reno
   89520-0026
3. Southwest Gas Corp.
   5241 Spring Mtn. Rd., Las Vegas
   89102

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Las Vegas	45	90	2532	3029
Reno	32	70	6030	357

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	731	14,431
Clay (excl. fuller's earth and kaolin)	20	1,201
Gem stones	NA	1,300

Gold — troy ozs. (recov. cont. of ores, etc.)	1,121,113	364,362
Gypsum	1,200	9,960
Mercury — 76-lb. flasks	15,100	W
Sand & gravel:		
Construction	10,800	24,800
Industrial	470	W
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	6,250	38,750
Stone (crushed)	1,100	4,100
Combined value of cement (portland, 1984), clays (fuller's earth and kaolin), copper, diatomite, fluorspar, iron ore, lead (1984), lime, lithium, magnesite, mercury, molybdenum, perlite, salt, tungsten ore and concentrate (1984), and values indicated by symbol W		142,406
Total 1985 (preliminary)		601,310

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Grose, Andrew P., Dir.
Commission on Econ. Dev.
Capitol Complex
Carson City, 89710
702/885-4325
or 800/336-1600

Areas & Others

Las Vegas

Sandstrom, Gerald R., C.I.D.
Dir. of Mktg. & Client Svcs.
Nev. Dev. Auth.
P.O. Box 11128
McCarran Airport, 89111
702/739-8222

Reno

Lynn, Ken, Exec. Dir.
Econ. Dev. Auth. of Western Nev.
P.O. Box 11710, 89510
702/322-4004

Wolfe, Hans R., Area Dev. V.P.
First Interstate Bank of Nev.
P.O. Box 11007, 89520
702/784-3401

NEW MEXICO

STATE INFORMATION:

Financial assistance to industry:

- Below market rate loan program
- State guaranteed 90-10 program for SBA loans
- Industrial revenue bonds
- Development training program: pre-employment training, on-the-job training, recruitment assistance

Tax rates:

- Corporate income tax ....4.8% on income up to $500,000 (annual); $24,000 plus 6.4% of the excess over $500,000 on income of $.5-$1 million; $56,000 plus 7.6% of excess over $2 million on income exceeding $2 million.
- Personal income tax .... graduated rate
- Corporate franchise tax............ $50/yr.
- Gross receipts & compensating tax ..... 4.75% with a rate credit allowed for the first two rates of .25% imposed by municipalities
- Inventory tax .... business inventories are exempt
- Gasoline tax............................ $.11/gal.
- Free port............................ No taxation on raw materials and products stored while in interstate commerce.

Advanced education facilities:

Four-year colleges & universities	10
Two-year or junior colleges	17
Vocational & business schools	17

Medical facilities:

Hospitals	58
Clinics	NA

Labor analysis:

Civilian labor force	687,400
High-school grads.	17,800

For additional labor market information, contact Employ. Security Dept., P.O. Box 1928, 401 Broadway, N.E., Albuquerque, NM 87103, 505/842-3105

Environment controls:

Air pollution: Health & Environ. Dept., Environ. Improvement Div., Air Quality Bureau, P.O. Box 968, 809 St. Michaels Dr., Santa Fe, NM 87503, 505/984-0200 ext. 390

Water pollution: Health & Environ. Dept., Environ. Improvement Div., Water Pollution Control Bureau, (same address as above), 505/984-0200 ext. 318

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
NEW MEXICO	1,300.0	1,475.7
Albuquerque	331.8	362.1
Carlsbad	25.5	NA
Clovis	31.2	NA
Farmington	30.7	NA
Hobbs	28.8	NA
Las Cruces	45.1	52.5
Roswell	39.7	NA
Santa Fe	48.9	54.3

Linking The Rocky Mountain/Southwest

SALT LAKE CITY — DENVER
FARMINGTON
PHOENIX — ALBUQUERQUE

Marketing center for the nearly 200,000 people who live and work in the Four Corners region of New Mexico, Colorado, Arizona and Utah, the "Can Do" City of Farmington continues to grow. It brings together viable investments from Phoenix and Denver, Albuquerque and Salt Lake City. It also brings together agriculture and manufacturing, electrical transmission and an abundance of coal and other natural resources. Farmington: the link for the many scenic wonders throughout the Four Corners.

FARMINGTON, NEW MEXICO
The Link

Send Card or Letterhead to:
Mary Fischer, Executive Director
Farmington Industrial Development Service
P.O. Box 267 • Farmington, NM 87499
Phone 505-327-7451

NEW MEXICO USA
Land of Enchantment

Circle 84 on Brochure Service Card

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW MEXICO	38.1	39.1	8.60
Albuquerque	19.5	NA	NA

*preliminary figures for production workers

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1986 Thousands
Albuquerque	454.5	470.2
Las Cruces	96.3	115.9
Santa Fe	92.9	103.8

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	37.0	35.8	10.64
MANUFACTURING	37.3	39.9	8.42
DURABLE GOODS	24.2	40.3	8.56
Lumber & wood prods.-SIC 24	2.5	NA	NA
Machinery, except electrical—SIC 35	2.8	NA	NA
Electrical & electronic equip.-SIC 36	6.6	NA	NA
Transportation equipment-SIC 37	4.0	NA	NA

Nowhere else exists such a perfect combination of "High Tech-High Touch." Albuquerque has innovatively combined exploratory research, technology transfer and outstanding production with a quality of life that is bringing top scientists, educators and investors from around the country. This is a lifestyle that is unique in America. It is "Absolutely Albuquerque."

Contact: James A. Covell, Executive Vice-President
Albuquerque Economic Development
P.O. Box 25100 Albuquerque, NM 87125
Phone 505-842-0400

ALBUQUERQUE
NEW MEXICO USA
Land of Enchantment

Circle 85 on Brochure Service Card

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW MEXICO	680.3	61.2	9.0
Albuquerque	256.2	16.4	6.4
Las Cruces	55.7	3.9	6.9
Santa Fe	64.9	3.3	5.1

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albuquerque 1, 3, 4, 6-18
Carlsbad 1, 11
Clovis 1, 11
Farmington 5, 7, 11, 15
Hobbs 2, 11
Las Cruces 1, 11
Roswell 1, 7, 11, 15
Santa Fe 1 (Albuquerque)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Union Pacific Railroad

Airlines

3. American
4. America West
5. Aspen Airways
6. Continental
7. Continental Commuter-Trans Colorado Arlns.
8. Delta
9. Eastern
10. Frontier Airlines
11. Mesa Airlines
12. PSA Pacific Southwest
13. Ross Aviation
14. Southwest Airlines
15. Trans-Colorado Airlines
16. TWA
17. United
18. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albuquerque — 5e, 6g
Carlsbad — 7e, 6g
Clovis — 7e, 6g
Farmington — 2e, 6g
Hobbs — 7e, 3g
Las Cruces — 1e, 4g
Roswell — 7e, 6g
Santa Fe — 5e, 6g

1. El Paso Electric Co.
303 N. Oregon, Box 982, El Paso, TX 79960
2. Farmington Electric Utility
P.O. Box 900, Farmington 87499
3. Hobbs Gas Co.
110 S. Fowler, Hobbs 88240

4. Las Cruces Gas System
   P.O. Drawer CLC, Las Cruces 88004
5. Public Service Co. of New Mexico
   Alvarado Sq., Albuquerque 87158
6. Southern Union Co. & Consolidated Subsidiaries
   1800 Interfirst Two Bldg., Dallas, TX 75270
7. Southwestern Public Service Co.
   6th at Tyler, Box 1261, Amarillo, TX 79170

Utility serving cities under 25,000:

Plains Elec. G&T Co-op, Inc.
Stanley K. Bazant, Gen. Mgr.
P.O. Box 6551, Albuquerque 87197
505/884-1881

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Albuquerque	35	79	4414	1254
Clovis	37	77	4076	1194
Hobbs	43	80	2881	1838
Roswell	41	81	3126	1863

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	60	131
Gem stones	NA	200
Gypsum	321	2,664
Perlite	429	15,034
Potassium salts — thou. metric tons	1,149	158,200
Pumice	167	1,330
Sand & gravel (construction)	8,400	22,800
Stone:		
Crushed	5,000	16,000
Dimension	22	271
Combined value of cement, copper, gold, helium (Grade A), iron ore (1985), lead (1985), mica (scrap), molybdenum, salt, silver, and tungsten ore and concentrate (1984)		416,570
Total 1985 (preliminary)		633,200

* thousand short tons except as noted

DEVELOPMENT COUNSELORS:

State Development Agency

Henkel, David, Dir.
New Mexico Econ. Dev. Div.
1100 St. Francis Dr., Moutoya Bldg.
Santa Fe, 87503
505/827-0270

Areas & Others

Albuquerque

Archuleta, Alan, Cust. Acct. Assoc.
Public Svc. Co. of N.M.
4201 Edith NE, 87107
505/848-2629

Covell, James A., C.I.D., Exec. V.P.
Albuquerque Econ. Dev., Inc.
P.O. Box 25100, 87125
505/842-0400

Director
Bellamah Community Dev.
6121 Indian School Rd., NE
P.O. Box 3300, 87190
505/884-6606

Belen

Gaballdon, Vangie, Exec. Dir.
Belencia Cty. Econ. Dev. Corp.
104 N. First St., Box 4
Harvey House Civic Ctr., 87002
505/864-4499

Carlsbad

Director
Carlsbad Dept. of Dev.
P.O. Box 1090, 88220
505/887-6562

Clovis

Trice, Cal
Clovis Econ. Dev.
P.O. Box Drawer C, 88101
505/763-3435

Farmington

Fischer, Mary, Exec. Dir.
Farmington Ind. Dev. Svc.
P.O. Box 267, 87499
505/327-7451

Hobbs

Lund, J. Thomas, V.P., Man. Dir.
Ind. Dev. Corp. of Lea Cty.
P.O. Box 1376, 88204
505/397-2039

Las Vegas

Director
Las Vegas
P.O. Box 179, 87701
505/454-1401

Rosewell

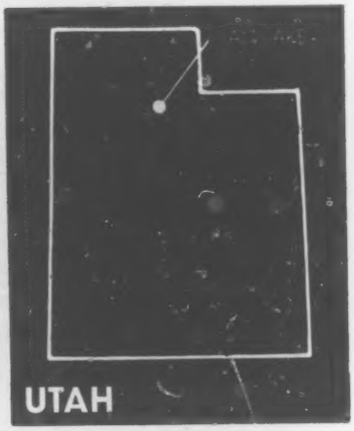
Miller, Dail B., CID
Econ. Dev. Dir.
Roseweil C. of C.
P.O. Box Drawer 70, 88201
505/624-6870

Santa Fe

Hooton, William J.
Santa Fe Econ. Dev., Inc.
P.O. Box 8184, 87504
505/984-2842

Tucumacari

Peterson, Claude
Community Planning & Dev.
Tucumcari Ind. Dev.
P.O. Box 1188, 88401
505/461-2145



STATE INFORMATION:

Financial assistance to industry:
- Revenue bonds for capital asset financing
- Revenue bonds for pollution control
- Aid for job training
- No inventory tax
- No sales tax on new plants or equipment

Tax rates:
Corporate income tax........5% taxable income ($50 min.)
Personal income tax.........2¾%-7¾%
Sales tax................$.625% state; local option up to 1.125%; local transit district .25%
Incorporation tax.............................NA
Franchise tax.......... 5% of net income
Inventory tax.................................none
Gasoline tax.............................$.14/gal.

Advanced education facilities:
Four-year colleges & universities 6
Two-year or junior colleges.................3
Vocational & business schools........10

Medical facilities:
Hospitals...28
Clinics...18

Labor analysis:
Civilian labor force........ 754,000 (1986)
High-school grads........... 20,073 (1986)

For additional labor market information, contact Job Service, 174 Social Hall Ave. (P.O.Box 11249), Salt Lake City, UT 84147, 801/533-2710

Environment Controls:

Air pollution: Brent C. Bradford, Dir., Bureau of Air Quality, P.O. Box 45500, Salt Lake City, 84145, 801/533-6108

Water pollution: Calvin K. Sudweeks, Dir., Bureau of Water Pollution Control, (same address as above), 801/533-6146

M. Kirk Green, Economic Development Division, State of Utah, 6150 State Office Building — Dept. 001, Salt Lake City, 84114, 1-800/453-UTAH

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
UTAH	1,461.0	1,698.8
Bountiful	32.9	NA
Logan	26.8	NA
Murray	25.8	NA
Ogden	64.4	69.8
Orem	52.4	62.3
Provo	73.9	78.0
Salt Lake City	163.0	168.0
Sandy City	51.0	65.0
West Jordan	26.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Provo-Orem	218.1	255.9
Salt Lake City-Ogden	936.3	1,044.2

Utah. A place where workaholics are considered normal. You don't come to a desert to build a great state unless you like the idea of hard work. Lots of it. Today that habit of hard work plus smart planning and a well educated work force have produced a unique business environment. One hard to find in the more over-developed areas of this nation. We believe you'll discover our brand of "productivity" will substantially contribute to the future success of your company.

For example, Nucor Steel. Plymouth, Utah. Nucor's cost of producing a ton of steel is one of the lowest in the industry.

PRODUCTIVITY

NINE TO FIVE. A CONCEPT THAT HASN'T REALLY CAUGHT ON IN UTAH.

How can this be? Simple. Their Utah work force is made up of people who have a strongly embedded work ethic. One that translates directly into a high rate of productivity. This productivity has enabled Nucor to compete in the highly competitive steel industry, with a workforce that's one of the best paid in the world.

Novell, Inc. Another excellent example of productivity and growth. Creators of NetWare Operating System Software, an industry standard for personal computer networks.

How did they do it? A strong R and D program. Plus the foresight to draw from Utah talent. Talent that abounds along our 150 mile long research empire. Anchored on all sides by major universities, this zone not only attracts brilliant minds but the research funds that go with them.

Novell, Inc. found productivity in Utah. The result? Every year since their inception, they've grown 200%.

In 1985 Inc. Magazine ranked Utah as one of the best labor markets in the nation. And one of the reasons is our eight hour days always seem to run a little longer. Always long enough to make sure the job is done right the first time. Combine our diligence and productivity with right-to-work laws, equitable tax structure and refreshing lifestyle… and you have a very persuasive argument to suddenly start calling Utah your next world headquarters.

If you'd like to know more about how our productivity can profit your company, write us a memo. We'll reply immediately… of course.

MEMO

TO: Utah Business & Economic Development Division
6150 State Office Building, Dept. 1024
Salt Lake City, Utah 84114 · (801) 533-5325

FROM:

NAME

COMPANY

ADDRESS

CITY STATE ZIP

PHONE

Please send me more information.

UTAH
OF COURSE

Circle 86 on Brochure Service Card

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
UTAH	91.2	40.0	9.63
Salt Lake City–Ogden	62.6	39.7	9.72

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
UTAH	762.0	40.2	5.3
Provo–Orem	93.4	4.7	5.1
Salt Lake City–Ogden	506.4	24.1	4.8

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Salt Lake City-Ogden 11/85
Office, professional, & technical	
Payroll clerks	$ 7.63
Accounting clerks	6.80
File clerks	4.75
Typists	5.60
Key entry operators	6.76
Secretaries	8.43
Stenographers	NA
Switchbd opr-recept's	5.73
Word processors	7.06
Drafters	10.91
Electronic technicians	10.24
Computer operators	9.58
Computer programmers	12.19
Computer systems analysts	16.39
Maintenance & powerplant	
Carpenters	11.64
Electricians	12.73
Engineers, stationary	13.30
Machinists	12.20
Mechanics (machinery)	10.70
Tool & die makers	13.19
Custodial & material movement	
Guards	4.43
Janitors, porters, & cleaners	4.47
Laborers, material handling	11.11
Shippers & receivers	7.43
Truckdrivers	9.95
Forklift operators	9.46

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	35.7	NA	NA
MANUFACTURING	93.9	40.3	9.40
DURABLE GOODS	65.8	41.8	9.60
Primary metal industries–SIC 33	4.9	41.6	14.20
Fabricated metal prods.–SIC 34	20.3	42.7	8.78
Electrical & electronic equip.–SIC 36	8.5	NA	NA
Transportation equipment–SIC 37	14.3	42.6	11.82

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (S) = Salt Lake City

Bountiful (S)
Logan 3 (S)
Murray 1, 3 (S)
Ogden 1-3 (S)
Orem (S)
Provo 1, 3 (S)
Salt Lake City 1, 3-17
Sandy City (S)
West Jordan 1 (S)

Railroads

1. Denver & Rio Grande Western R.R.
2. Southern Pacific Lines
3. Union Pacific Railroad

Airlines

4. Alpine Aviation
5. American
6. America West
7. Centennial Airlines
8. Continental
9. Delta
10. Eastern
11. Frontier Airlines
12. Horizon Air
13. Republic
14. TWA
15. United
16. Western Airlines
17. Western Express-Sky West Arlns.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bountiful — 1e, 3g
Logan — 2e, 3g
Murray — 4e, 3g
Ogden — 6e, 3g
Orem — 6e, 3g
Provo — 5e, 3g
Salt Lake City — 6e, 3g
Sandy — 6e, 3g
West Jordan — 6e, 3g

1. Bountiful City Lt. & Power
   198 S. 200 West, Bountiful 84010
2. Logan City Munic. Lt. & Pwr.
   61 W. 100 North St., Logan 84321
3. Mountain Fuel Supply Co.
   180 E. 1st South St., Salt Lake City 84139
4. Murray City Power Dept.
   153 W. 4800 South, Murray City 84107
5. Provo City Power Dept. of Utilities
   251 W. 800 North, Provo 84601
6. Utah Power & Light Co.
   1407 W. N. Temple St., Box 899, Salt Lake City 84110

Utilities serving cities under 25,000:

Deseret G & T Co-op
Merrill J. Millett, Gen. Mgr.
8722 S. 300 W., Sandy 84070
801/566-1238

Intermountain Consumer Power Assn.
Carolyn S. McNeil, Mgr.
8722 S. 300 W., Sandy 84070
801/566-3933

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Beryllium concentrate	W	W
Clays (excl. fuller's earth)	362	2,317
Gem stones	NA	80
Gypsum	280	2,324
Lime	244	12,325
Salt	1,300	29,300
Sand & gravel:		
Construction	15,200	35,000
Industrial	11	W
Stone (crushed)	5,600	17,000
Combined value of asphalt (native), cement, clays (fuller's earth), copper, gold, iron ore (usable) (1985), lead (1984), magnesium compounds, molybdenum, phosphate rock, potassium salts, silver, sodium sulfate, stone (dimension) (1985), vanadium (1984), zinc (1984), and values indicated by symbol W		254,599
Total 1985 (preliminary)		352,945

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ogden	29	77	5866	955
Salt Lake City	29	78	5802	981

DEVELOPMENT COUNSELORS:

State Development Agency

Grant, David J., Dir.
Green, M. Kirk, Urban Dev. Dir.
Utah Econ. Dev. Div.
6150 State Office Bldg.
Salt Lake City, 84114
801/533-5325
or 800/453-8824

Areas & Others

Farmington
Mayfield, Rick, Econ. Dev. Dir.
Davis County
P.O. Box 618, 84025
801/451-3278

Ogden
Barton, Jon R., Asst. Dir.
Weber Cty. Ind. Dev. Corp.
Ste. 11, 205 26th St., 84401
801/627-1333

Orem
Squire, DeLance, Exec. Dir.
CEDO
777 South State St., 84058
801/226-1521

Provo
Bradford, Richard M., Exec. V.P.
UVIDA
381 W. 2230 No., Ste. 325, 84604
801/374-9900

Salt Lake City
Birdsall, Gary W., Mkt. Dev. Dir.
Mountain Fuel Supply Co.
180 E. First S., 84139
801/534-5288

Director
Utah Bus. & Econ. Dev. Div.
6150 State Office Bldg. Dept. 1024
84114
801/533-5325

Wolkins, Don W, Dir. R.E. Oper.
Upland Industries Corp.
170 South Main St.,
Ste. 1650, 84101
801/363-5111

STATE INFORMATION:

Financial assistance to industry:
- Industrial revenue bonds
- Local dev. corporations & councils
- Bonds for pollution control
- No personal or corporate tax
- State small business financing

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax	3%(1% county option)
Franchise & incorp. tax	graduated
Inventory tax	none
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges & universities	1
Two-year or junior colleges	7
Vocational & business schools	8

Medical facilities:

Hospitals	30
Clinics	NA

Labor analysis:

Civilian labor force	260,000
High school graduates	80% WY labor force

For additional labor market information, contact Employ. Security Commission, ESC Bldg., P.O. Box 2760, Casper, WY 82602, 307/235-3200

Enironment controls:

Air & water pollution: Robert E. Sundin, Dir., Dept. of Environ. Quality, Herschler Bldg., Cheyenne, WY 82002, 307/777-7937

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
WYOMING	470.8	516.4
Casper	51.0	51.0
Cheyenne	47.3	51.9

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1986
	—Thousands—	
Casper	71.9	76.4

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
WYOMING		
8.3	36.3	10.05

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
WYOMING		
257.0	20.5	8.0

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
14.7	NA	NA
MANUFACTURING		
7.9	41.2	9.93
DURABLE GOODS		
3.8	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Casper 1, 2, 5, 7-10
Cheyenne 1, 3, 4, 6

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Union Pacific Railroad

Airlines

4. Aspen Airways
5. Centennial Airlines
6. Continental Commuter-Rocky Mountain Airways
7. Frontier Airlines
8. Northwest Airlink-Big Sky
9. United
10. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Casper — 3e, 2g
Cheyenne — 1eg

1. Cheyenne Lt., Fuel & Pwr. Co.
   108 W. 18th St., Cheyenne 82003
2. Northern Utilities Inc.
   441 S. Center St., Casper 82601
3. Pacific Power & Light Co.
   920 S.W. Sixth Ave., Portland, OR 97204

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	2,786	73,428
Gem stones	NA	225
Gypsum	380	3,154
Sand & gravel (construction)	4,000	12,300
Stone (crushed)	2,400	9,500
Combined value of cement (portland), lime, and sodium carbonate		481,071
Total 1985 (preliminary)		579,678

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Casper	22	71	7642	457
Cheyenne	26	69	7310	309

DEVELOPMENT COUNSELORS:

State Development Agency

Goodman, Robert, Dir.
Logan, John
Office of Ind. Dev., Econ. Dev. Div.
Econ. Dev. & Stabilization Bd.
Herschler Bldg.
Cheyenne, 82002
307/777-7287

Areas & Others

Cheyenne
Miller, Harold M. Exec. Dir.
Ind. Dev. Assn. of Cheyenne
1720 Carey Ave., Ste. 500, 82001
307/638-6000

Rock Springs
Russell, Margaret A., Mgr. RE Oper
Upland Industries Corp.
404 "N" Street, 82901
307/382-2034

PACIFIC STATES

- ALASKA
- CALIFORNIA
- HAWAII
- OREGON
- WASHINGTON

Regional Review

All economic indicators point to the fact that the Pacific region will continue to prosper. The area is able to attract high-technology industries; it has a skilled, educated work force; and it offers an attractive lifestyle. The only problem area seems to be the large coastal cities that have attracted people and industries for years and are now faced with air and water pollution and traffic problems.

The Grant Thornton study entitled *General Manufacturing Climates* sums up the region this way:

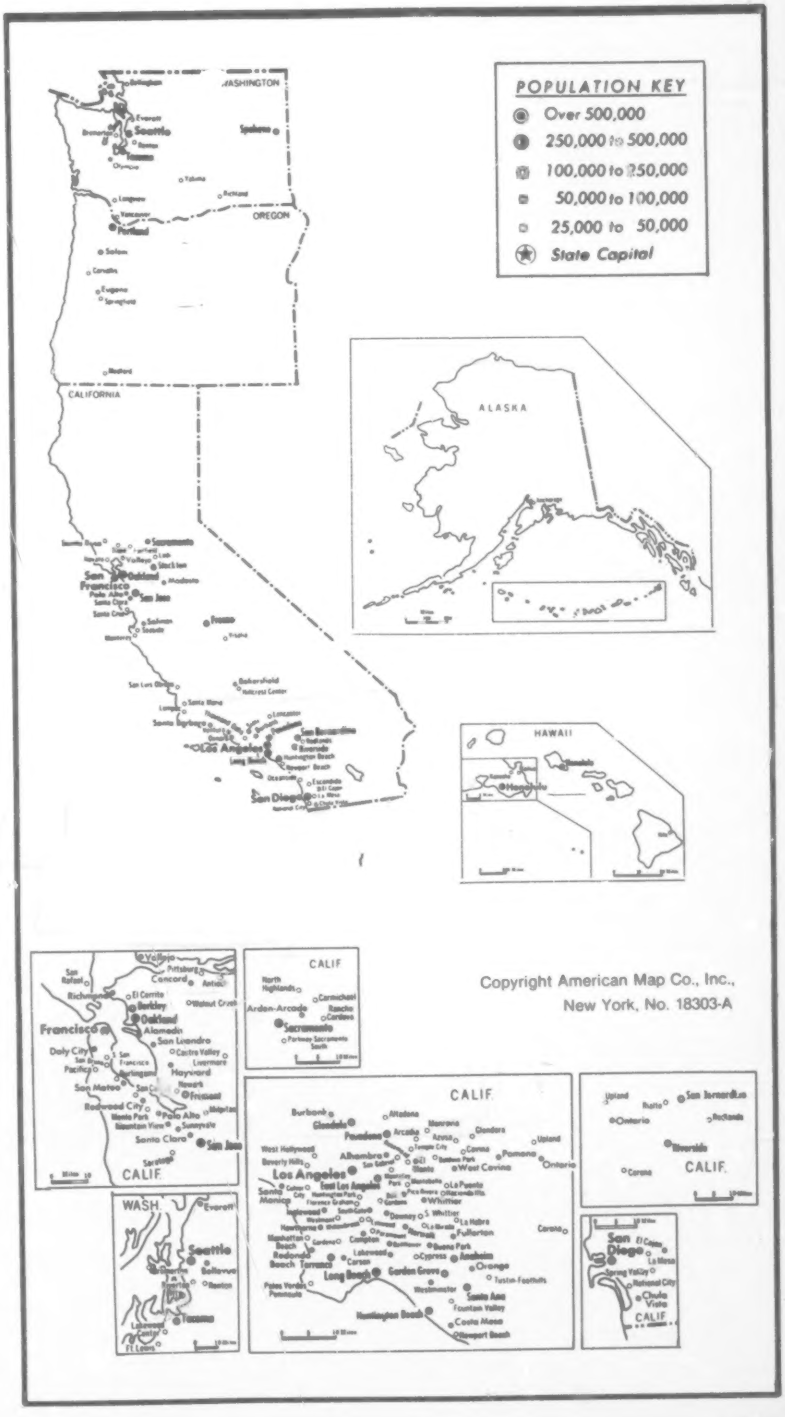
"On the whole, the [Pacific] Region is doing very well. The continuing story here is the restless search of its people for a better way of life. Increasingly, the quest is taking them to the region's interior. Meanwhile, the major coastal cities must struggle with the problems of pollution and congestion—major threats to their prosperity and viability."

Alaska. The state received a second-place ranking in *Inc.* magazine's "Report on the States." The high rating was based on its 20.7% job growth rate, its 2.92% business birth rate, and its 3.23% fast-growth companies from Feb. 1982 to Feb. 1986.

In the last year, however, new business incorporations were down 24.3%, job growth decreased 3.1%, and the unemployment rate went up to 9.7%. These problems stem from the fact that the state derives 85% of its revenue from oil taxes and royalties. The year-end general fund deficit is expected to be around $294 million.

Average per capita income in Alaska is the highest in the nation at $17,487, and there is no personal income tax at present.

California. "California's business climate remains very positive. A survey



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of business leaders in 1985 showed that 73% believe California's business climate is improving. . . . We are spending more than $17 billion on our schools in the current budget and have launched major programs to rebuild our infrastructure. State government is committed to keeping California attractive to new business." So says Tony Quinn, director of the Office of Economic Research at California's Department of Commerce, in summarizing the state's overall business climate.

Legislation in 1986 included reform of the unitary method of taxation. Now, multinational corporations have the choice of being taxed on a formula based on worldwide earnings or being taxed on United States earnings alone.

Other developments in 1986 included a new program for infrastructure development in rural areas; the designation of 13 enterprise zones; and the opening of a trade and investment office in Tokyo. Another office is expected to open in London this year.

Nearly 450 businesses expanded or located in California during 1986, investing $3.7 billion and creating 160,000 jobs. This helped to put the state in the lead in business locations and expansions for the third year in a row.

Hawaii. The Hawaii Department of Planning and Economic Development, in its *Annual Economic Report and Outlook*, states, "By most indications, 1986 has been a very good year economically for Hawaii. For the remainder of the decade, a stable and productive period is likely."

Tourism was up 15% over 1985—the largest increase of any industry last year. This helped counteract the negative economic impact of the continuing decrease in sugar production and pineapple sales.

Legislation passed in 1986 included the funding of a state workers' compensation insurance fund; the creation of enterprise zones; the appropriation of funds to plan for teleport facilities; and the exemption of day-care centers from liability insurance requirements.

Oregon. The state closed out the fourth quarter of 1986 with nearly $448 million in planned investments announced. This was the largest quarterly total in two years and should result in at least 2,331 direct jobs.

New business incorporations were up 4.1% in 1986 over 1985. The job growth rate was 2.2%. These figures reflect an upturn in the timber industry, as well as the state's success in attracting high-technology business.

Facility expansions in the state included Planar Systems Inc., which expanded in Beaverton and generated 200 new jobs. In addition, Bipolar Integrated Tech Inc. expanded in Beaverton and also generated 200 new jobs.

Washington. After difficulties for several years due to recessions in the lumber and aerospace industries, the state is back on its feet. Employment has increased 35% since 1983. And in 1987 the aerospace industry (the state's largest industry) received a boost when Boeing sales and funded-backlog orders reached record highs. Boeing also recently hired 2,600 new employees at its Puget Sound facility.

Other expansions in the state in 1986 included Digital Equipment Corp. in Bellevue, which will add 125 new jobs to the area. Also in Bellevue, Coopervision expanded and will add 200 new jobs.

New out-of-state firms locating to Washington in 1986 included American Kotobuki, which brought 150 new jobs to Vancouver. U.S. Waferboard Corp. located in McCleary and added 220 new jobs.

The Washington Department of Trade and Economic Development, in its state overview, sums up the economy this way:

"Washington state's economy has become increasingly diversified in the last two decades. Expansion in machinery, electronics, and instruments has broadened the manufacturing base. At the same time, growth in service sector industries has reduced the state's sensitivity to cyclical changes in manufacturing demand. The result is a Washington State economy able to offer a healthy climate for business investment, as well as a wide array of markets for products and services." ☐

STATE INFORMATION:

Financial assistance to industry:

- Bonds & loans from Alaska Indus. Dev. Authority (AIDA)
- Loans for advanced mineral exploration from Mining Loan Fund
- Assistance for development of mining access roads from Department of Natural Resources

Tax rates:

Corporate income tax ....15% on first $25,000 net income, 18% from $25,000 to $50,000, 30% from $50,000 to $75,000, 40% from $75,000 to $100,000, & 46% on taxable income over $100,000
Personal property tax .... local; property assessed at 100% valuation & rates range from 0 to 23 mills.
Sales tax .... local; rates vary from 0%-6%
Incorporation fee ....$100 domestic, $200 foreign
Franchise tax ....none
Inventory tax .... local in some communities
Gasoline tax ....Aviation gas .04% jet .025%; highway .08%; marine .05%

Advanced education facilities:

Four-year colleges & universities 6
Two-year or junior colleges...............11
Vocational & business schools ....several private & union

Medical facilities

Hospitals 32
Nursing homes 16
Clinics..300 (incl. village health clinics)

Labor analysis:

Civilian labor force........ 252,000 (1985)
High-school grads..........................86%

For additional labor market information, contact Employ. Security Division, Dept. of Labor, P.O. Box 3-7000, Juneau, AK 99802, 907/465-2712

Environment controls:

Air & water pollution: Bill Ross, Cmsr., Dept. of Environ. Conservation, Pouch O, Juneau, AK 99811, 907/465-2600

POPULATION:

Cities over 25,000

	Census 1980 Thousands	Estimate 1986 Thousands
ALASKA	400.5	537.8
Anchorage	173.0	237.1

Metropolitan Statistical Area (MSA)

	Census 1980 Thousands	Estimate 1986 Thousands
Anchorage	173.0	237.1

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
ALASKA		
21.5	47.5	10.20

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALASKA		
274.0	27.9	10.2

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	18.6	42.4	23.99
MANUFACTURING	11.8	40.7	12.19
Lumber & paper prods-SIC 24	2.2	45.0	15.21

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Anchorage 1-29

Railroads

1. Alaska Railroad Corp.

Airlines

2. Air France
3. Aircal
4. Alaska Airlines
5. Alaska Arlns. Commuter-Era Aviation
6. Alaska Arlns. Commuter-Markair
7. Alaska Arlns. Commuter-Ryan Air
8. American
9. British Airways
10. China Airlines
11. Harbor Air
12. Japan Air Lines
13. KLM
14. Lufthansa
15. Markair
16. Northwest
17. Peninsula Airways
18. Reeve Aleutian
19. Ryan Air
20. Sabena
21. SAS
22. Southcentral Air
23. Swissair
24. Talarik Creek Air Taxi
25. TWA
26. United
27. Western Airlines
28. Western Express-Southcentral Air
29. Wilburs, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anchorage — 1e, 2e, 3g

1. Anchorage Mun. Lt. & Pwr. Dept.
   1200 E. 1st Ave., Anchorage 99501
2. Chugach Elec. Assoc., Inc.
   5601 Minnesota Dr., Box 196300
   Anchorage 99519-6300
3. Enstar Natural Gas Co./Alaska Pipeline Co., 3000 Spenard Rd., Box 6288, Anchorage 99502

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Anchorage	13	58	10816	0

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	60
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Sand & gravel (construction)	29,000	62,900
Stone (crushed)	2,000	11,000
Combined value of cement (portland), silver, tin, and values indicated by symbol W		20,168
Total 1985 (preliminary)		94,128

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Fletcher, Paul, Dir.
Office of Enterprise
Pouch D
Juneau, AK 99811

Areas & Others

Anchorage
Yarzebinski, Joseph A.
Sr. Econ. Dev. Planner
Community Planning Dev.
3337 Creekside Dr., 99504
907/264-2945

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control
- Employment training
- Enterprise zones
- Small business loans & loan guarantees
- Industrial development bonds

Tax rates:

Corporate income tax	9.6%
Personal income tax indexed	1%-11%
Sales tax	6%-6.5%
Inventory tax	none
Franchise & incorp. tax	NA
Gasoline tax	$.09/gal.

Advanced education facilities:

Four-year colleges & universities	123
Two-year or junior colleges	106
Vocational & business schools	2,500

Medical facilities:

Hospitals	581
Clinics	632

Labor analysis:

Civilian labor force	13,300,000
High school graduates	232,199

For additional labor market information, contact Employ. Dev. Dept., 800 Capital Mall, Sacramento, CA 95814

Environment controls:

Air & water pollution: Off. of Permit Assistance, 1400 10th St., Sacramento, CA 95814, 916/445-4831

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1986 (Thousands)
CALIFORNIA	23,668.6	26,345.3
Alameda	63.9	73.9
Alhambra	64.6	71.1
Anaheim	221.8	238.6
Antioch	43.6	47.9
Arcadia	46.0	48.6
Azusa	29.4	NA
Bakersfield	105.6	142.8
Baldwin Park	50.6	59.2
Bell	25.5	NA
Bellflower	53.4	58.2
Bell Gardens	34.1	NA
Berkeley	103.3	106.3
Beverly Hills	32.4	NA
Brea	27.9	NA
Buena Park	64.2	66.4
Burbank	84.6	89.3
Burlingame	26.2	NA
Camarillo	37.7	NA
Campbell	27.1	NA
Carlsbad	35.5	NA
Carson	81.2	87.0
Cerritos	52.8	56.6
Chico	26.6	30.8
Chino	40.2	48.8
Chula Vista	83.9	101.1
Claremont	31.0	NA
Clovis	33.0	NA
Colton	27.4	NA
Compton	81.3	90.1
Concord	103.3	106.1
Corona	37.8	NA
Costa Mesa	82.3	87.4
Covina	33.8	NA
Culver City	38.1	NA
Cupertino	25.8	NA
Cypress	40.4	42.5
Daly City	78.5	82.7
Davis	36.6	40.8
Downey	82.6	85.4
El Cajon	73.9	84.7
El Monte	79.5	92.5
Escondido	62.5	78.6
Fairfield	58.1	66.3
Fontana	37.1	NA
Fountain Valley	55.1	56.1
Fremont	131.9	149.6
Fresno	218.2	280.2
Fullerton	102.0	109.0

Gardena	45.2	49.0
Garden Grove	123.4	131.9
Glendale	139.1	152.0
Glendora	38.7	NA
Hawthorne	56.4	59.4
Hayward	94.2	100.4
Huntington Beach	170.5	183.1
Huntington Park	46.2	51.6
Inglewood	94.2	101.3
Irvine	62.1	84.7
La Habra	45.2	48.2
Lakewood	74.7	76.4
La Mesa	50.3	54.0
La Mirada	41.0	42.0
Lancaster	48.0	56.8
La Puente	30.9	NA
Livermore	48.3	52.2
Lodi	35.2	41.6
Lompoc	26.3	30.2
Long Beach	361.3	389.4
Los Altos	25.8	NA
Los Angeles	2,966.8	3,210.6
Los Gatos	26.6	NA
Lynwood	48.5	54.2
Manhattan Beach	31.5	NA
Menlo Park	25.7	NA
Merced	36.5	48.0
Milpitas	37.8	NA
Modesto	106.1	129.0
Monrovia	30.5	NA
Montebello	52.9	57.8
Monterey	27.6	29.8
Monterey Park	54.3	59.9
Mountain View	58.7	62.7
Napa	50.9	55.6
National City	48.8	56.3
Newark	32.1	NA
Newport Beach	63.5	67.1
Norwalk	85.2	89.2
Novato	43.9	45.9
Oakland	339.3	355.3
Oceanside	76.7	94.3
Ontario	88.8	111.3
Orange	91.8	99.1
Oxnard	108.2	126.4
Pacifica	36.9	NA
Palm Springs	32.3	37.9
Palo Alto	55.2	58.6
Paramount	36.4	NA
Pasadena	119.4	129.1
Petaluma	33.8	38.1
Pico Rivera	53.5	57.6
Pittsburg	33.0	NA
Placentia	35.0	NA
Pleasant Hill	25.1	NA
Pleasanton	35.2	NA
Pomona	92.7	109.7
Rancho Cucamonga	55.3	66.9
Rancho Palos Verdes	35.2	NA
Redding	42.0	49.2
Redlands	43.6	51.5
Redondo Beach	57.1	62.7
Redwood City	55.0	56.6
Rialto	35.6	NA
Richmond	74.7	77.9
Riverside	170.9	189.7
Rosemead	42.6	47.0
Roseville	24.3	30.8
Sacramento	275.7	318.7
Salinas	80.5	91.2
San Bernardino	118.1	136.3
San Bruno	35.4	NA
San Clemente	27.3	NA
San Diego	875.5	999.9
San Francisco	679.0	713.6
San Gabriel	30.1	NA
San Jose	636.6	706.9
San Leandro	64.0	66.2
San Luis Obispo	34.3	NA
San Mateo	77.6	81.7
San Rafael	44.7	44.7
Santa Ana	203.7	226.4
Santa Barbara	74.5	80.1
Santa Clara	87.7	90.9
Santa Cruz	41.5	45.4
Santa Maria	39.7	49.1
Santa Monica	88.3	94.3
Santa Rosa	83.2	95.3
Saratoga	29.3	NA
Seal Beach	26.0	NA
Seaside	36.6	38.9
Simi Valley	77.5	88.0
South Gate	66.8	78.2
South San Francisco	49.4	51.6
Stockton	149.8	180.4
Sunnyvale	106.6	112.1
Temple City	29.0	NA
Thousand Oaks	77.8	96.1
Torrance	131.5	137.6
Tulare	24.6	26.6
Turlock	26.3	32.8
Tustin	32.1	NA
Union City	39.4	NA
Upland	47.6	54.5
Vacaville	43.4	50.2
Vallejo	80.2	90.6
Ventura	74.5	86.5
Visalia	49.7	59.7
Vista	35.8	NA
Walnut Creek	53.6	59.1
West Covina	80.1	92.3
Westminster	71.1	74.5
Whittier	68.9	71.6
Woodland	30.2	34.2
Yorba Linda	28.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1986
*Anaheim-Santa Ana	1,931.6	2,124.0
Bakersfield	403.1	475.8
Chico	143.9	166.7
Fresno	515.0	578.8
*Los Angeles-Long Beach	7,477.7	8,091.4
Modesto	265.9	306.1
*Oakland	1,762.0	1,903.2
*Oxnard-Ventura	529.9	609.0
Redding	115.7	131.7
*Riverside-San Bernardino	1,557.1	1,896.4
Sacramento	1,014.0	1,266.4
Salinas-Seaside-Monterey	290.4	332.8
San Diego	1,861.8	2,140.9
*San Francisco	1,489.0	1,556.0
*San Jose	1,295.1	1,393.3
Santa Barbara-Santa Maria-Lompoc	298.7	330.6
*Santa Cruz	188.1	217.5
*Santa Rosa-Petaluma	299.8	340.4
Stockton	347.3	406.9
*Vallejo-Fairfield-Napa	334.4	381.4
Visalia-Tulare-Porterville	245.8	283.3
Yuba City	102.0	111.1

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
CALIFORNIA	2,128.5	40.0	10.50
Anaheim-Santa Ana	241.7	NA	NA
Los Angeles-Long Beach	908.1	NA	NA
San Diego	120.6	NA	NA
San Francisco	79.7	NA	NA
San Jose	283.9	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
CALIFORNIA	13,458.7	896.3	6.7
Anaheim-Santa Ana	1,215.5	48.8	4.0
Bakersfield	217.9	24.3	11.2
Fresno	308.5	29.5	9.6
Los Angeles-Long Beach	4,131.0	323.0	7.8
Modesto	152.3	15.7	10.3
Oakland	1,039.8	57.1	5.5
Oxnard-Ventura	323.9	24.4	7.5
Riverside-San Bernardino	806.4	56.2	8.5
Sacramento	662.7	35.6	5.4
Salinas-Seaside-Monterey	157.8	11.7	7.4
San Diego	1,007.1	50.6	5.0
San Francisco	883.6	39.7	4.5
San Jose	824.6	45.2	5.5
Santa Barbara-Santa Maria-Lompoc	175.7	8.1	4.6
Santa Rosa-Petaluma	179.8	9.3	5.1
Stockton	195.1	17.6	9.0
Vallejo-Fairfield-Napa	180.6	10.9	6.0

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	482.3	NA	NA
MANUFACTURING	2,089.5	40.2	10.12
DURABLE GOODS	1,452.0	40.8	10.47
Lumber & wood prods.-SIC 24	56.3	40.3	9.36
Furniture & fixtures-SIC 25	59.4	40.1	7.45
Stone, clay, & glass prods.-SIC 32	51.0	41.3	11.53
Primary metal industries-SIC 33	41.6	42.1	10.14
Fabricated metal products-SIC 34	147.3	41.4	9.78
Machinery, except electrical-SIC 35	231.0	40.6	10.57
Electrical & electronic equip.-SIC 36	420.5	40.5	10.58
Transportation equipment-SIC 37	296.1	41.3	12.59

Instruments & related prods.-SIC 38		
113.4	40.0	9.69
Misc mfg. inds-SIC 39		
35.5	39.5	7.43

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alameda 1, 5 ,6 (Oakland)
Alhambra 5 (Burbank)
Anaheim 1, 5, 6 (Orange County)
Antioch 1, 5 (Concord)
Arcadia 1 (Burbank)
Azusa 1, 5 (Ontario)
Bakersfield 1, 5, 19, 20, 74, 78, 80
Baldwin Park 5 (Ontario)
Bell 1, 5, 6 (Los Angeles)
Bell Gardens (Los Angeles)
Bellflower 5 (Long Beach)
Berkeley 1, 5 (Oakland)
Beverly Hills (Los Angeles)
Brea 5 (Orange County)
Buena Park 1, 5 (Orange County)
Burbank 5, 9, 13, 15, 19, 21, 27, 31, 43, 46, 49, 52, 60, 64, 73, 74, 78-80
Burlingame 5 (San Francisco)
Camarillo 5 (Oxnard)
Campbell 5 (San Jose)
Carlsbad 1, 27, 63
Carson 1, 5, 6 (Long Beach)
Cerritos (Long Beach)
Chico 5, 6, 78
Chino 5 (Ontario)
Chula Vista (San Diego)
Claremont 1, 5 (Ontario)
Clovis 5 (Fresno)
Colton 1, 5, 6 (Ontario)
Compton 5 (Long Beach)
Concord 5, 60 (Oakland)
Corona 1 (Ontario)
Costa Mesa 5 (Orange County)
Covina 5 (Ontario)
Culver City 5 (Los Angeles)
Cupertino (San Jose)
Cypress 5 (Long Beach)
Daly City (San Francisco)
Davis 5 (Sacramento)
Downey 5 (Long Beach)
El Cajon (San Diego)
El Monte 5 (Ontario)
Escondido 1 (Carlsbad)
Fairfield (Oakland)
Fontana 1, 5 (Ontario)
Fountain Valley (Orange County)
Fremont 6 (San Jose)
Fresno 1, 5, 60, 74, 78-80
Fullerton 1, 5, 6 (Ontario)
Garden Grove 5 (Long Beach)
Gardena 5 (Los Angeles)
Glendale 5, 6 (Burbank)
Glendora 1 (Ontario)
Hawthorne 1, 5 (Los Angeles)
Hayward 5, 6 (Oakland)
Huntington Beach (Orange County)
Huntington Park 1, 5, 6 (Los Angeles)
Inglewood 1 (Los Angeles)
Irvine 1 (Orange County)
La Habra 5, 6 (Long Beach)
La Mesa (San Diego)
La Mirada 1, 5 (Long Beach)
La Puente (Ontario)
Lakewood 6 (Long Beach)
Lancaster 5 (33 through Palmdale)
Livermore 5, 6 (Oakland)
Lodi 5 (Stockton)
Lompoc 5 (Santa Maria)
Long Beach 1, 5, 6, 15, 19, 43, 46, 60, 74
Los Altos (San Jose)
Los Angeles 1-28, 30-40, 42-52, 55, 57-65, 67-81
Los Gatos (San Jose)
Lynwood (Los Angeles)
Manhattan Beach (Los Angeles)
Menlo Park 5 (San Jose)
Merced 1, 5,20
Milpitas 5, 6 (San Jose)
Modesto 5, 6, 20, 78
Monrovia 1 (Burbank)
Montebello 1, 6 (Los Angeles)
Monterey 20, 60, 74, 78
Monterey Park 5 (Burbank)
Mountain View 5 (San Jose)
Napa 5 (Santa Rosa)
National City 1 (San Diego)
Newark 5 (San Jose)
Newport Beach (Orange County)
Norwalk 5 (Long Beach)
Novato 5 (Oakland)
Oakland 1-6, 9, 15, 18, 19, 21, 31, 38, 60, 66, 69, 74, 78, 79
Oceanside 1 (San Diego)
Ontario 5, 6, 9, 13, 15, 19, 21, 27, 31, 32, 34, 43, 60, 64, 68, 69, 73, 74, 78-80
Orange County 1, 5, 9, 19-21, 27, 31, 38, 39, 43, 49, 60, 62, 63, 78, 79
Oxnard 5, 20, 63, 80
Pacifica (San Francisco)
Palm Springs 5, 9, 19, 20, 38, 73, 74, 79, 80
Palo Alto 5 (San Jose)
Paramount 5, 6 (Long Beach)
Pasadena 1, 5 (Burbank)
Petaluma 5 (Oakland)
Pico Rivera 1, 5, 6 (Los Angeles)
Pittsburg 1, 5, 6 (Concord)
Placentia 1 (Orange County)
Pleasant Hill (Concord)
Pleasanton 5, 6 (Oakland)
Pomona 1, 5, 6 (Ontario)
Rancho Palos Verde (Los Angeles)
Redding 5, 20, 74, 78
Redlands 1, 5 (Ontario)
Redondo Beach (Los Angeles)
Redwood City 5 (San Francisco)
Rialto 1, 5 (Ontario)
Richmond 1, 5 (Oakland)
Riverside 1, 5, 6 (Ontario)
Rosemead 2 (Burbank)
Sacramento 5, 6, 9, 19-21, 38, 41, 60, 62, 74, 78-80
Salinas 5 (Monterey)
San Bernardino 1, 5, 6 (Ontario)
San Bruno 5 (San Francisco)
San Clemente 1 (Orange County)
San Diego 1, 9, 19-21, 32, 34, 38, 51, 53, 54, 56, 60, 62, 68, 69, 72-75, 78, 80
San Francisco 1, 3, 5, 6, 9, 10, 15, 18-21, 23, 24, 26, 28-32, 34, 38, 40, 42, 48, 50, 51, 55, 57-62, 66,-70, 73-75, 78, 79, 81
San Gabriel 2 (Burbank)
San Jose 5, 6, 9, 15, 19-21, 31, 34, 53, 60, 66, 69, 73, 74, 78-80
San Leandro 5, 6 (Oakland)
San Luis Obispo 5, 20, 78, 80
San Mateo 5 (San Francisco)
San Rafael 5 (Oakland)
Santa Ana 1, 5 (Orange County)
Santa Barbara 5, 19, 20, 74, 78, 80
Santa Clara 5 (San Jose)
Santa Cruz 5 (San Jose)
Santa Maria 20, 78, 80
Santa Monica 5 (Los Angeles)
Santa Rosa 5, 78
Saratoga (San Jose)
Seal Beach 5 (Long Beach)
Seaside 5 (Monterey)
Simi Valley 5 (Oxnard)
South Gate 5, 6 (Los Angeles)
South San Francisco 5 (San Francisco)
Stockton 1, 3, 5, 6, 38, 60, 78
Sunnyvale 5 (San Jose)
Temple City 5 (Burbank)
Thousand Oaks (Oxnard)
Torrance 1, 5 (Los Angeles)
Turlock 5, 6 (Modesto)
Tustin 1 (Orange County)
Union City 5, 6 (Oakland)
Upland 1, 5 (Ontario)
Vacaville 5, 6 (Sacramento)
Vallejo 5 (Oakland)
Ventura 5 (Oxnard)
Visalia 1, 5, 20
Vista 1 (Carlsbad)
Walnut Creek (Concord)
West Covina 5 (Ontario)
Westminster 5 (Orange County)
Whittier 5, 6 (Long Beach)
Woodland 5, 6 (Sacramento)
Yorba Linda (Orange County)

SAN FRANCISCO 160 MILES
PORT OF OAKLAND 150 MILES
SACRAMENTO & PORT OF SACRAMENTO 135 MILES
PORT OF STOCKTON 99 MILES
MODESTO 65 MILES
FRESNO 25 MILES
BAKERSFIELD 135 MILES
LOS ANGELES 240 MILES
PORT OF LONG BEACH 230 MILES
SAN DIEGO 365 MILES

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MADERA COUNTY
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INDUSTRIAL DEVELOPMENT COMMISSION
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Circle 87 on Brochure Service Card

Railroads

1. Atchison, Topeka & Santa Fe
2. Chicago and North Western Transportation Co.
3. Illinois Central Gulf Railroad
4. Saint Louis Southwestern Railway
5. Southern Pacific Lines
6. Union Pacific

Airlines

7. Aerolineas Argentinas
8. Aeromexico
9. AirCal
10. Air Canada
11. Air France
12. Air Jamaica
13. Air LA
14. Air New Zealand
15. Alaska Airlines
16. Alia
17. Alitalia
18. Alpha Air
19. American
20. American Eagle
21. America West
22. Avianca
23. Braniff
24. British Airways
25. British Caledonian
26. CAAC
27. California Seaboard Airlines
28. Canadian Pacific Air
29. Cathay Pacific
30. China Airlines
31. Continental
32. Delta
33. Desert Sun
34. Eastern
35. Ecuatoriana
36. El Al
37. Finnair
38. Frontier Airlines
39. Golden State Airlines
40. Hawaiian Airlines
41. Horizon Air
42. Japan Air Lines
43. Jet America Airlines
44. KLM
45. Korean Air
46. LA Helicopter
47. Lacsa
48. Lufthansa
49. Mammouth Air Shuttle
50. Mexicana
51. Northwest
52. Northwest Airlink-America West
53. Northwest Airlink-PSA Pacific Southwest
54. Ozark Air Lines
55. Pan American
56. Pan Am Express-Republic
57. People Express
58. Phillippine Airlines
59. Piedmont
60. PSA Pacific Southwest
61. Qantas
62. Republic
63. Resort Commuter
64. Royal West Airlines
65. SAS
66. SFO Helicopter
67. Singapore Airlines
68. Southwest Airlines
69. Sunworld Int'l Airways
70. TACA
71. Total Air
72. Transtar Airlines Corp.
73. TWA
74. United
75. USAir
76. UTA
77. Varig
78. Westair
79. Western Airlines
80. Western Express-Sky West Airlines
81. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alameda — 1e, 12g
Alhambra — 20e, 21g
Anaheim — 2e, 20e, 21g
Antioch — 12eg
Arcadia — 20e, 21g
Azusa — 3e, 20e, 21g
Bakersfield — 12eg
Baldwin Park — 20e, 21g
Bell Gardens — 20e, 21g
Bellflower — 20e, 21g
Berkeley — 12eg
Beverly Hills — 20e, 21g
Brea — 20e
Buena Park — 20e, 21g
Burbank — 4e, 21g
Burlingame — 12eg
Camarillo — 20e
Carlsbad — 18eg
Carson — 20e, 21g
Cerritos — 20e
Chico — 12eg
Chino — 20e
Chula Vista — 18eg
Claremont — 20e

Area Wage Survey

Average straight-time hourly earnings

	Anaheim-Santa Ana-Garden Grove 9/86	Los Angeles-Long Beach 10/85	Fresno 6/86	San Diego 12/85	San Francisco-Oakland 3/86	San Jose 3/86	Sacramento 12/85
Office, professional, & technical							
Payroll clerks .... $	8.24	8.92	7.34	7.33	9.55	9.67	8.09
Accounting clerks	8.16	8.46	7.30	7.10	9.42	8.90	8.19
File clerks	5.78	6.19	6.25	5.97	6.77	5.34	4.35
Typists	6.43	8.27	6.14	7.04	7.47	8.89	6.77
Key entry operators	7.76	7.56	6.77	6.60	8.54	9.11	6.96
Secretaries	10.36	10.67	8.72	9.25	10.71	10.99	9.81
Stenographers	9.65	9.33	NA	8.28	10.10	NA	NA
Switchbd opr-receptionists	6.89	7.08	6.13	5.92	7.63	7.24	6.04
Word processors	8.86	9.01	7.51	NA	9.88	10.04	NA
Drafters	11.88	11.28	8.23	10.16	13.74	11.76	11.64
Electronics technicians	14.13	13.51	13.80	11.10	14.45	12.34	15.09
Computer operators	9.64	10.28	9.35	9.13	10.19	10.71	8.95
Computer programmers (business)	14.19	13.47	12.23	12.36	15.05	15.33	11.71
Computer systems analysts	17.00	16.76	NA	16.21	17.67	18.11	14.58
Maintenance & powerplant							
Carpenters	12.11	13.71	NA	13.41	17.43	NA	NA
Electricians	13.67	14.03	13.34	14.56	16.47	15.95	14.01
Engineers, stationary	NA	16.16	NA	NA	16.43	16.11	14.46
Machinists	12.83	16.13	12.52	13.82	16.03	NA	14.65
Mechanics (machinery)	12.06	13.22	12.04	13.25	14.98	15.89	12.30
Tool & die makers	13.39	14.87	NA	13.79	17.23	17.06	NA
Custodial & material movement							
Guards	6.33	6.16	NA	4.99	5.79	6.34	5.52
Janitors, porters, & cleaners	5.45	6.26	5.34	5.21	8.74	7.10	6.51
Laborers, mat'l handling	7.89	9.36	9.08	8.51	10.29	NA	9.37
Shippers & receivers	8.14	8.22	8.22	7.11	10.51	8.33	NA
Truckdrivers	10.79	10.89	11.30	12.85	13.57	13.32	12.81
Forklift operators	10.37	10.31	9.71	11.05	12.70	10.48	11.20

Clovis — 12eg
Colton — 5e, 20e
Compton — 20e, 21g
Concord — 12eg
Corona — 20e, 21g
Costa Mesa — 20e, 21g
Covina — 20e, 21g
Culver City — 20e, 21g
Cupertino — 12eg
Cypress — 20e, 21g
Daly City — 12eg
Davis — 12eg
Downey — 20e, 21g
El Cajon — 18eg
El Monte — 20e, 21g
Escondido — 18eg
Fairfield — 12eg
Fontana — 20e
Fountain Valley — 20e, 21g
Fremont — 12eg
Fresno — 12eg
Fullerton — 20e, 21g
Garden Grove — 20e, 21g
Gardena — 20e, 21g
Glendale — 6e, 21g
Glendora — 20e, 21g
Hawthorne — 20e, 21g
Hayward — 12eg
Huntington Beach — 20e, 21g
Huntington Park — 20e, 21g
Inglewood — 20e, 21g
La Habra — 20e, 21g
La Mesa — 18eg, 21g
La Mirada — 20e, 21g
La Puente — 20e, 21g
Lakewood — 20e, 21g
Lancaster — 20e, 21g
Livermore — 12eg
Lodi — 7e, 12g
Lompoc — 8e, 21g
Long Beach — 20e, 9g
Los Altos — 12eg
Los Angeles — 10e, 21g
Los Gatos — 12eg
Lynwood — 20e, 21g
Manhattan Beach — 20e, 21g
Menlo Park — 12eg
Merced — 12eg
Milpitas — 12eg
Modesto — 11e, 12g
Monrovia — 20e, 21g
Montebello — 20e, 21g
Monterey — 12eg
Monterey Park — 20e, 21g
Mountain View — 12eg
Napa — 12eg
National City — 18eg
Newark — 12eg
Newport Beach — 20e, 21g
Norwalk — 20e, 21g
Novato — 12eg
Oakland — 12eg
Oceanside — 18eg
Ontario — 20e, 21g
Orange — 20e, 21g
Oxnard — 20e, 21g
Pacifica — 12eg
Palm Springs — 20e
Palo Alto — 13eg, 12g
Paramount — 20e, 21g
Pasadena — 14e, 21g
Petaluma — 12eg
Pico Rivera — 20e, 21g
Pittsburg — 12eg
Placentia — 20e
Pleasant Hill — 12eg
Pleasanton — 12eg
Pomona — 20e, 21g
Rancho Cuccamonga — 20e
Redding — 15e, 12g
Redlands — 20e, 21g
Redondo Beach — 20e, 21g
Redwood City — 12eg
Rialto — 20e, 21g
Richmond — 12eg
Riverside — 16e, 20e, 21g
Rosemead — 20e, 21g
Sacramento — 17e, 12g
Salinas — 12eg
San Bernardino — 20e, 21g
San Bruno — 12eg
San Clemente — 18eg
San Diego — 18eg
San Francisco — 12eg
San Gabriel — 20e, 21g
San Jose — 12eg
San Leandro — 12eg
San Luis Obispo — 12e, 21g
San Mateo — 12eg
San Rafael — 12eg
Santa Ana — 20e, 21g
Santa Barbara — 20e, 21g
Santa Clara — 19e, 12g
Santa Cruz — 12eg
Santa Maria — 12e, 21g
Santa Monica — 20e, 21g
Santa Rosa — 12eg
Saratoga — 12eg
Seal Beach — 20e
Seaside — 12eg
Simi Valley — 21g
South Gate — 20e, 21g
South San Francisco — 12eg
Stockton — 12eg
Sunnyvale — 12eg
Temple City — 20e, 21g
Thousand Oaks — 20e, 21g
Torrance — 20e, 21g
Turlock — 22e, 12g
Tustin — 20e, 21g
Union City — 12eg
Upland — 20e, 21g
Vacaville — 12eg

RIV·ER·SIDE

noun **1.** Word pertaining to a partner that works alongside business. **2.** A place where business can bank on progress.

Canyon Springs Business Community, Riverside, California.

RIVERSIDE

Located at the center of Southern California's rapidly growing Inland Empire, Riverside is a favored choice for business and industry. Affordable land and buildings, a diversified labor force, and a quality living environment adds up to a wise business decision.

Just as important is the reception your business will receive in Riverside. Contact us for accurate and timely business information, and discover for yourself the economic opportunities in Riverside.

CANYON SPRINGS

With over 2 miles of freeway frontage on Interstate 215 and Highway 60, this master planned community includes a 1.6 million sq. ft. regional mall, over 1.4 million sq. ft. of luxury corporate office space, 70 acres of support retail and services businesses, theaters, motor inns and hotels, and over 30 convenience and dinner house restaurant facilities.

The Canyon Springs Business Community is a joint project of T&S Development, Inc. and the Edward J. DeBartolo Corp.

BECOME A PARTNER

KEEP RIVERSIDE AHEAD
Stephen Albright, President
3750 University Avenue • Riverside, CA 92501
(714) 781-9000

Circle 88 on Brochure Service Card

CALIFORNIA

Vallejo — 12eg
Ventura — 20e, 21g
Visalia — 20e, 21g
Vista — 18eg
Walnut Creek — 12eg
West Covina — 20e, 21g
Westminster — 20e, 21g
Whittier — 20e, 21g
Woodland — 12g

1. Alameda Bureau of Electricity
   2000 Grand St., P.O. Drawer H
   Alameda 94501
2. Anaheim Public Utilities Dept.
   200 S. Anaheim Blvd., Anaheim
   92805
3. Azusa Lt. & Water Dept.
   777 N. Alameda Ave., Azusa 91702
4. Burbank Public Service Dept.
   164 W. Magnolia Blvd., Burbank
   91503
5. Colton Electric Utility Dept.
   650 N. La Cadena Dr., Colton 92324
6. Glendale Public Service Dept.
   119 N. Glendale Ave., Glendale
   91206
7. Lodi Munic. Elec. System
   221 W. Pine St., Box 3006, Lodi
   95241-1910
8. Lompoc Electrical Utility Services
   100 Civic Center Pl., Lompoc 93438
9. Long Beach Gas Dept.
   2400 E. Spring St., Long Beach
   90806
10. Los Angeles Dept. of Wt. & Pwr.
    Box 111, Los Angeles 90051
11. Modesto Irrigation Dist.
    1231 11th St., Box 4060, Modesto
    95352
12. Pacific Gas & Electric Co.
    77 Beale St., San Francisco 94106
13. Palo Alto Utilities
    250 Hamilton Ave., Palo Alto 94301
14. Pasadena Water and Power Dept.
    100 N. Garfield Ave., Pasadena
    91109
15. Redding Electric Dept.
    760 Parkview Ave., Redding 96001
16. Riverside Utilities Dept.
    3900 Main St., Riverside 92522
17. Sacramento Municipal Utility Dist.
    6201 S St., Box 15830, Sacramento
    95813
18. San Diego Gas & Electric Co.
    101 Ash St., San Diego 92101
19. Santa Clara Elec. Dept.
    1500 Warburton Ave., Santa Clara
    95050
20. Southern California Edison Co.
    P.O. Box 800, Rosemead 91770
21. Southern California Gas Co.
    810 S. Flower St., Los Angeles
    90017
22. Turlock Irrigation District
    333 E. Canal Dr., Box 949, Turlock
    95381

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Boron minerals	630	443,041
Cement (portland)	9,500	581,300
Clays (excl. fire clay)	2,164	26,264
Gem stones	NA	550
Gold —troy ozs. (recov. cont. of ores, etc.)	223,097	72,507
Gypsum	1,386	11,504
Lime	387	25,344
Pumice	75	1,745
Sand & gravel:		
Construction	112,800	431,000
Industrial	2,580	41,200
Stone:		
Crushed	42,300	177,000
Dimension	20	3,755
Talc	95	2,287
Combined value of asbestos, barite, calcium chloride, cement (masonry), clays (fire clays), copper, diatomite, feldspar, iron ore, lead (1984), magnesium compounds, molybdenum, peat, perlite, potassium salts, rare-earth metal concentrates, salt, silver, sodium carbonate, sodium sulfate, tungsten ore & concentrate, N.P. wollastonite		327,910
Total 1985 (preliminary)		2,217,723

* thousand short tons except as noted

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Bakersfield	48	85	2128	2347
Berkeley	50	62	2951	91
Chula Vista	53	67	2074	385
Corona	53	75	1795	1225
Culver City	57	69	1517	770
Escondido	52	73	2006	980
Fresno	46	81	2647	1769
La Mesa	55	72	1567	986
Lodi	45	74	2861	1001
Long Beach	55	73	1485	1091
Los Angeles	56	69	1595	728
Modesto	46	77	2671	1287
Napa	48	68	2749	416
Newport Beach	54	67	1954	371
Oakland	49	64	2877	174
Oxnard	55	66	2068	357
Palo Alto	48	66	2891	275
Pasadena	55	75	1550	1299
Pomoma	52	75	1972	1191
Redlands	52	78	1992	1571
Redwood City	49	68	2600	432
Riverside	53	77	1818	1471
Sacramento	45	76	2772	1198
San Bernardino	53	79	1777	1718
San Diego	57	70	1284	842
San Francisco	49	62	3161	115
San Gabriel	55	75	1532	1281
San Jose	50	69	2439	498
Santa Ana	56	72	1430	1089
Santa Barbara	54	67	1993	393
Santa Cruz	49	63	3136	95
Santa Maria	51	62	3054	76
Santa Monica	56	66	1873	438
Santa Rosa	47	67	2980	382
Stockton	45	78	2674	1032
Torrance	55	69	1719	677
Visalia	46	81	2460	1804

DEVELOPMENT COUNSELORS:

State Development Agency

Rinehart, James R., Dpty. Dir.
Business Development
Calif. Dept. of Commerce
1121 L. St., #600
Sacramento, 95814
916/322-5665

Areas & Others

Bakersfield
Williams, Larry
Tenneco Realty Dev. Corp.
Box 9380, 93389-9380
805/835-6039

Fresno
Whitehurst, Daniel K., Pres.
Fresno Cty. Econ. Dev. Corp.
2310 Tulare St., Ste. 235, 93721
209/233-2564

Hanford
Thiebaux, Brian
Crown Dev. Corp.
1222 West Lacey Blvd., Ste. 101, 93230
209/582-4326

Hollywood
Gage, Frederick A., Exec. Dir.
Progress Assn. of Los Angeles Cty.
1777 N. Vine St., 90028
213/466-2020

Los Angeles
Christman, E.W. Chris, Dir./RE Oper.
Upland Industries Corp.
2143 East "D" St., Ste. 220, 91764
714/986-4648
Colton, Michael J., C.I.D., Econ. Dev. V.P.
Los Angeles Area Chamber of Comm.
404 S. Bixel St., 90017
213/629-0631
Galardo, Gregoria
Econ. Dev. Corp. of Los Angeles Cty.
550 S. Vermont Ave., 3rd Fl, 90020
213/387-0322

Madera
Taubert, James E., Exec. Dir.
Madera Cty. Ind. Dev. Cmsn.
209 W. Yosemite Ave., 93637
209/675-7768

Marysville
Hart, Tom W., Ind. Dev. Dir
Cty. of Yuba Ind. Dev. Dept.
Yuba Cty. Airport
1364 Sky Harbor Dr., 95901
916/741-6248

Ontario
Steinhaus, Tim, Dpty. Exec. Dir.
Ontario Office of Econ. Dev.
City Hall, 303 E. B St., 91764
714/986-1151

Rancho
Kevin Nellis, Mktg. Mgr., Ind/Comm.
Rancho California
27405 Ynez Rd., 92390
714/676-5641

Riverside
Albright, Stephen, Pres.
Keep Riverside Ahead
3750 University Ave., Ste. 260, 92501
714/781-9000
Grisham, Marc, Dr.
Cty. of Riverside Dept.
of Econ. & Comm. Dev.
3499 Tenth St., 92501
P.O. Box 1180, 92502
714/788-9770

Sacramento
Roberts, John R., III, Exec. Dir.
Sacramento Area Comm. & Trade Org.
300 Capital Mall, Ste. 1210, 95814
916/441-2144

San Diego
Goodman, Arthur H., Exec. V.P.
San Diego Cty. Local Dev. Corp.
P.O. Box 8128, 92102
619/234-8811
Pegg, Dan, Pres.
San Diego Econ. Dev. Corp.

701 B. St., 92101
619/234-8484

San Francisco

Ditz, William W., Pres.
Standard Realty & Dev. Co.
One Kaiser Plz., Ste 901,
Ordway Bldg., 94612
415/832-7310

San Jose

Tucker, James I., Econ. Dev. Exec. Dir.
San Jose Chamber of Comm.
1 Paseo de San Antonio, 95113
408/998-7000

Stockton

Lange, Sylvin R., C.I.D., Exec. Dir.
San Joaquin Cty. Econ. Dev. Assn
709 N. Center St., 2A, 95202
209/465-5931

Visalia

Braulik, Robert L., Fin. Resources Dir.
Tulare Cty. Econ. Dev. Corp.
9303 W. Airport Dr., 93277
209/651-1244

STATE INFORMATION:

Financial assistance to industry:
- Aid for job training
- SBA business loans

Tax rates:

Corporate income tax	5.85-6.435%
Personal income tax	2.25-11%
Sales tax	4%
Incorp. tax	Domestic corps.: $50 fee for authorized capitalization of $250,000 or less, $.20 per $1,000 over that. Maximum charge: $1,000. Foreign corps.: $50 qualifications fee, plus $100 annual license fee.
Franchise tax	$50 filing fee
Inventory tax	NA
Gasoline tax	$.15-$.19/gal.

Advanced education facilities:

Four-year colleges & universities	7
Two-year or junior colleges	7
Vocational & business schools	58

Medical facilities:

Hospitals	48
Clinics	59

Labor analysis:

Civilian labor force	481,000 (1985)
High school graduates	12,516

For additional labor market information, contact Dept. of Labor & Ind. Relations, P.O. Box 3680, Honolulu, HI 96811, 808/548-6468

Environment controls:

Air & water pollution: State Office of Environ. Quality Control, State Health Dept., 465 South King St., Room 104, Honolulu, HI 96813, 808/548-6915

U.S. Environ. Protection Agency Office, Room 1302, Prince Kuhio Federal Bldg., Honolulu, HI 96850, 808/546-8910

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1986
HAWAII	965.0	1,071.3
Ewa	190.0	NA
Hilo	37.0	NA
Honolulu	365.0	394.7
Koolaupoko	109.4	NA
Wahiawa	41.6	NA
Waianae	32.8	NA

Metropolitan Statistical Area (MSA)

	Census 1980 —Thousands—	Estimate 1986
Honolulu	762.9	828.2

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
HAWAII	22.3	39.5	8.76
Honolulu	16.5	39.0	8.76

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
HAWAII	497.3	23.3	4.7
Honolulu	373.3	16.1	4.3

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	17.0	36.6	17.14
MANUFACTURING	21.8	37.4	8.65
DURABLE GOODS	3.6	NA	NA
Lumber & furniture-SIC 24	0.7	NA	NA
Stone, clay & glass prods.-SIC 32	1.0	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ewa (Honolulu)
Hilo 4, 10, 13, 24
Honolulu 1-27
Wahiawa (Honolulu)
Waianae (Honolulu)

Airlines

1. Air Molokai-Tropic Airlines
2. Air New Zealand
3. Air Tungaru
4. Aloha Airlines
5. American
6. Canadian Pacific Air Lines
7. China Airlines
8. Continental
9. Delta
10. Hawaiian Airlines
11. Japan Air Lines
12. Korean Air
13. Mid Pacific Airlines
14. Northwest
15. Panorama Air
16. Philippine Airlines
17. Princeville Airways
18. Qantas
19. Reeves Air
20. Singapore Airlines
21. South Pacific Island Airways
22. Total Air
23. TWA
24. United
25. UTA
26. Western Airlines
27. World Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Hilo — 1g
Honolulu — 2e, 1g
Koolaupoko — 1g
Wahiawa — 1g
Waianae — 1g

1. Gasco Inc.
   P.O. Box 3379, Honolulu 96842
2. Hawaiian Elec. Co., Inc.
   900 Richards St., Honolulu 96813

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	200	20,200
Masonry	5	250

Sand & gravel (construction)	500	2,300
Stone:		
Crushed	5,600	34,500
Dimension	(1)	3
Combined value of gem stones, lime, & pumice		1,302
Total 1985 (preliminary)		58,555

* thousand short tons

(1) less than ½ unit

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Hilo	71	75	0	3134
Honolulu	73	80	0	4389
Kaneohe	71	77	0	3329

DEVELOPMENT COUNSELORS:

State Development Agency

Keith, Kent M., Dir.
Dept. of Plng. & Econ. Dev.
P.O. Box 2359
Honolulu, 96804
808/548-3033

Areas & Others

Honolulu
Bass, William M., Jr., Exec. Dir.
High Technology Dev. Corp.
Central Pacific Plz., Ste. 252
220 S. King St., 96813
808/548-8996

Sexton, Frederick A., Pres.
Econ. Dev. Corp. of Honolulu
Pacific Tower, Ste. 855
1001 Bishop St., 96813
808/545-4533

Kailua-Kona
Taylor, Clinton, Exec. Dir.
Hawaii Island Econ. Dev. Bd.
75-5737 Kuakini Hwy.
Suite 206, 96740
808/329-4713

Lihue
Pratt, David W., Pres.
Kauai Econ. Dev. Bd., Inc.
c/o Grove Farm Co., Inc.
Puhi Rural Brand, 96766
808/245-2822

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Industrial development revenue bonds
- Port revolving loan fund
- Business development loan fund
- Site specific infrastructure grants
- Enterprise zone
- Oregon stabilization & conversion fund
- Oregon Resource & Technology Corp.

Tax rates:

Corp. excise tax	7.5% of net income
Personal income tax	4.2%-10.8%
Sales tax	none
Franchise & incorp. tax	$20-$400
Inventory tax	none
Gasoline tax	$.09/gal.

Advanced education facilities:

Four-year colleges & universities	30
Two-year or junior colleges	13
Vocational & business schools	80

Medical facilities:

Hospitals	82
Clinics	NA

Labor analysis:

Civilian labor force	1,335,000 (1984)
High-school grads	75.8% of pop. 18 & over

For additional labor market information, contact Employ. Div., 875 N.E. Union St., Salem, OR 97310, 503/378-3220

Environment controls:

Air & water pollution: Dept. of Environ. Quality, 522 SW 5th, Portland, 97204, (503) 229-5696

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	Thousands	
OREGON	2,632.7	1,813.5
Albany	26.5	NA
Beaverton	30.6	NA
Corvallis	41.0	40.7
Eugene	105.6	105.1
Gresham	33.0	NA
Hillsboro	27.7	NA
Medford	39.6	43.1
Portland	366.4	390.6
Salem	89.2	91.5
Springfield	41.6	40.2

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	Thousands	
Eugene- Springfield	275.2	267.9
Medford	132.5	139.3
*Portland	1,106.0	1,149.3
Salem	249.9	257.0

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
OREGON	209.6	38.7	10.32
Eugene—Springfield	19.0	37.8	10.43
Portland	92.6	39.3	10.88
Salem	17.6	37.9	7.83

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OREGON	1,374.7	113.7	8.3
Eugene-Springfield	133.4	11.3	8.4
Portland	612.5	45.6	7.5
Salem	134.2	10.4	7.7

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	32.1	35.5	13.89
MANUFACTURING	199.9	38.7	10.49
DURABLE GOODS	145.3	39.3	10.67
Lumber & wood prods.-SIC 24	63.5	39.5	11.14
Furniture & fixtures-SIC 25	2.7	36.8	7.93
Stone, clay, & glass prods.-SIC 32	3.0	NA	NA
Primary metal industries-SIC 33	8.8	41.4	11.95
Fabricated metal products-SIC 34	11.1	39.1	9.88
Machinery, except electrical-SIC 35	15.7	39.3	10.61
Electrical & electronic equip.-SIC 36	14.1	NA	NA
Transportation equipment-SIC 37	9.4	NA	NA
Instruments & related prods.-SIC 38	14.5	NA	NA
Misc. mfg. industries-SIC 39	2.5	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Portland, OR/WA 6/86
Office, professional, & technical	
Payroll clerks	$ 8.48
Accounting clerks	7.77
File clerks	5.62
Typists	6.61
Key entry operators	7.14
Secretaries	9.89
Switchbd opr-recept's	6.87
Word processors	7.83
Drafters	9.88
Computer operators	9.09

Computer programmers	12.57
Computer systems analysts	16.78
Maintenance & powerplant	
Carpenters	13.12
Electricians	14.62
Engineers, stationary	14.03
Machinists	13.81
Mechanics (machinery)	13.67
Tool & die makers	14.60
Custodial & material movement	
Guards	4.98
Janitors, porters & cleaners	6.66
Laborers, mat'l handling	10.37
Shippers & receivers	11.08
Truckdrivers	12.09
Forklift operators	10.56

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 5 (Eugene)
Beaverton 1, 5 (Portland)
Corvallis 5 (Salem)
Eugene 1, 4, 5, 9, 13, 15, 17, 21
Gresham (Portland)
Hillsboro 1, 5 (Portland)
Medford 5, 15, 17, 21
Portland 1-3, 5-12, 14-22
Salem 1, 5, 15
Springfield 5 (Eugene)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago and Northwestern Transportation
3. Illinois Central Gulf Railroad
4. Saint Louis Southwestern Railway
5. Southern Pacific Lines
6. Union Pacific System

Airlines

7. Aircal
8. Alaska Airlines
9. American
10. Continental
11. Delta
12. Eastern
13. Frontier Airlines
14. Hawaiian Airlines
15. Horizon Air
16. Northwest
17. PSA Pacific Southwest
18. Republic
19. Sunworld Intl. Airways
20. TWA
21. United
22. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 4e, 3g
Beaverton — 5e, 3g
Corvallis — 4e, 3g
Eugene — 2e, 3g
Gresham — 5e, 3g
Hillsboro —5e, 3g
Medford — 4e, 1g
Portland — 4e, 5e, 3g
Salem — 5e, 3g
Springfield — 6e, 3g

1. CP National Corp.
   1355 Willow Way, Concord, CA
   94520
2. Eugene Water & Elec. Bd.
   P.O. Box 10148, Eugene 97440
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland 97204
5. Portland General Electric Co.
   121 S.W. Salmon St., Portland 97204
6. Springfield Utility Board
   250 North A St., Box 300 Springfield
   97477

Utility serving cities under 25,000:

Pacific Northwest Generating Co.
David E. Piper, Gen. Mgr.
500 N.E. Multnomah, Ste. 1480
Portland 97232
503/235-3500

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	151	231
Gem stones	NA	350
Nickel — short tons (cont. of ore & concentrate)	6,944	W
Sand & gravel (construction)	12,200	36,300
Stone (crushed)	12,200	42,000
Talc & soapstone	W	W
Combined value of cement (portland, 1985), diatomite, gold (1984), lime, pumice, silver (1984), stone (dimension, 1985), and values indicated by the sybmol W		38,451
Total 1985 (preliminary)		117,332

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Corvallis	39	66	4987	202
Eugene	40	67	4799	261
Medford	38	73	4798	645
Portland	39	68	4691	332
Salem	39	66	4974	238

DEVELOPMENT COUNSELORS:

State Development Agency

Reid, Jerry Alton, CID, Bus. Invst. Mgr.
Oregon Econ. Dev. Dept.
595 Cottage St., N.E.
Salem, 97310
503/378-6393

Areas & Others

Medford
Shelby, Liz, Dir.
Jackson Cty. Econ. Dev. Council
304 S. Central Ave., 97501
503/772-6293

Portland
Jones, Delna L., Econ. Dev. Dir.
Pacific N.W. Bell Telephone Co.
421 S.W. Oak St., 97204
503/242-5624

Roberts, Ronald L., Dir./R.E. Oper.
Upland Industries
921 S.W. Washington St., Ste. 777
Pittock Block Bldg., 97205
503/226-4888

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings
- Aid for job training
- Community Economic Revitalization Board
- Sales tax deferrals

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax (local 0.5-1.0%; up to 0.6% metro tax optional)	6.5%
Franchise fee $100.00/yr renewal	$500
Incorporation fee $50.00/yr renewal	$175
Inventory tax	phased out
Gasoline tax	$.18/gal.

Advanced education facilities:

Four-year colleges & universities	22
Two-year or junior colleges	27
Vocational & business schools	5
Regional vocational skill centers	7

Medical facilities:

Hospitals	110
Clinics	NA

Labor analysis:

Civilian labor force (8/86) preliminary	2,215,900
High-school grads	45,905 (85-86)

For additional labor market information, contact Employ. Security Dept., 212 Maple Park, Olympia, WA 98504, 206/753-5243

Environment controls:

Air & water pollution: Dept. of Ecology, Olympia, 98504, 206/459-6000

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
WASHINGTON	4,130.2	4,416.7
Auburn	26.4	29.7
Bellevue	73.9	79.8
Bellingham	45.8	46.0
Bremerton	36.2	36.2
Edmonds	27.5	NA
Everett	54.4	58.0
Kennewick	34.4	37.2
Longview	31.1	NA
Olympia	27.4	30.0
Renton	30.6	NA
Richland	33.6	31.3
Seattle	493.8	491.8
Spokane	171.3	175.6
Tacoma	158.5	160.3
Vancouver	42.8	43.9
Walla Walla	25.6	NA
Yakima	49.8	49.2

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Bellingham	106.7	114.9
Bremerton	146.6	170.4
Olympia	124.3	143.1
Richland-Kennewick-Pasco	144.5	143.9
*Seattle	1,606.8	1,719.7
Spokane	341.8	357.9
*Tacoma	485.6	521.9
*Vancouver	192.0	211.7
Yakima	172.5	181.7

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (8/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
WASHINGTON	302.7	NA	NA

*preliminary figures for production workers

Unemployment

*Major Market Areas (8/86)**

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WASHINGTON	2,256.9	171.7	7.6
Seattle	995.6	61.5	6.2

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Seattle Everett 12/85
Office, professional, & technical	
Payroll clerks	$ 8.87
Accounting clerks	8.19
File clerks	5.63
Typists	7.70
Key entry operators	6.80
Secretaries	10.45
Switchbd opr-recept's	6.76
Word processors	8.28
Drafters	12.16
Electronics technicians	14.41
Computer operators	10.19
Computer programmers	11.83
Computer systems analysts	14.46
Maintenance & powerplant	
Carpenters	14.17
Electricians	14.74
Engineers, stationary	14.40
Machinists	NA
Mechanics (machinery)	14.32
Custodial & material movement	
Guards	5.13
Janitors, porters, & cleaners	6.93
Laborers, mat'l handling	9.46
Shippers & receivers	11.28
Truckdrivers	13.04
Forklift operators	11.75

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	79.9	36.5	16.22
MANUFACTURING	294.1	38.9	11.41
DURABLE GOODS	204.2	NA	NA
Lumber & wood prods.-SIC 24	37.9	37.5	11.55
Furniture & fixtures-SIC 23	3.7	NA	NA
Stone, clay, & glass prods.-SIC 32	6.5	NA	NA
Primary metals inds.-SIC 33	12.8	40.1	13.03
Fabricated metal products-SIC 34	9.6	NA	NA
Machinery, except electrical-SIC 35	15.3	NA	NA
Electrical & electronic equip.-SIC 36	12.4	NA	NA
Transportation equipment-SIC 37	89.3	39.9	13.28
Instruments & related prods.-SIC 38	10.8	NA	NA
Misc. mfg. industries-SIC 39	4.4	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Auburn 1, 5 (Seattle)
Bellevue 1 (Seattle)
Bellingham 1, 21, 27, 32, 35
Bremerton 1 (Seattle)
Edmonds 1 (Seattle)
Everett 1 (Seattle)
Kennewick 1, 5 (Pasco)
Longview 1, 5 (Portland, OR)
Olympia 1, 5 (Seattle)
*Pasco 1, 8, 20, 32, 41
Renton 1 (Seattle)
Richland 1, 5 (Pasco)
Seattle 1-20, 22-25, 28-36, 38-41
Spokane 1, 8, 17, 20, 25, 26, 32, 37, 40, 41
Tacoma 1, 5 (Seattle)
Vancouver 1, 5 (Portland, OR)
Walla Walla 1, 20
Yakima 1, 5, 20, 32

*Under 25,000

Railroads

1. Burlington Northern R.R. Co.
2. Chicago and Northwestern Transportation
3. CP Rail
4. Illinois Central Gulf
5. Union Pacific System

Airlines

6. Air BC
7. Aircal
8. Alaska Airlines
9. American
10. Braniff
11. British Airways
12. Coastal Airways
13. Continental
14. Delta
15. Eastern
16. Finnair
17. Frontier Airlines
18. Harbor Airlines
19. Hawaiian Airlines
20. Horizon Air
21. Island Airlines
22. Japan Air Lines
23. Lake Union Air Service
24. Mexicana
25. Northwest
26. Northwest Airlink-Big Sky
27. Northwest Airlink-PSA Pacific Southwest
28. Otter Air
29. Pacific Western
30. Pan American
31. Pan Am Express-Republic
32. PSA Pacific Southwest
33. Reeve Aleutian
34. Republic
35. San Juan Airlines
36. SAS
37. Sunworld Intl. Airways
38. Thai Airways Int'l.
39. TWA
40. United
41. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Auburn — 9e, 2g, 13g
Bellevue — 9e, 13g
Bellingham — 9e, 1g
Bremerton — 9e, 1g
Edmonds — 8e
Everett — 8e, 13g
Kennewick — 5e, 1g
Longview — 7e, 1g
Olympia — 9e, 13g
Renton — 9e
Richland — 10e, 1g
Seattle — 11e, 13g
Spokane — 14eg
Tacoma — 12e, 13g

Vancouver — 6e, 3g
Walla Walla — 4e, 1g
Yakima — 4e, 1g

1. Cascade Natural Gas Corp.
   222 Fairview Ave. N., Seattle 98109
2. Enumclaw Gas Dept.
   1339 Griffin Ave., Enumclaw 98022
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland, OR 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland, OR 97204
5. P.U.D. No. 1, Benton County
   Box 6270, Kennewick 99336
6. P.U.D. No. 1, Clark County
   1200 Ft. Vancouver, Box C-005
   Vancouver 98668
7. P.U.D. No. 1, Cowlitz County
   960 Commerce Ave., Box 3007,
   Longview 98632
8. P.U.D. No. 1, Snohomish County
   2320 California, Box 1107, Everett 98206
9. Puget Sound Power & Light Co.
   Puget Power Bldg., Bellevue 98009
10. Richland Energy Services Dept.
    P.O. Box 190, Richland 99352
11. Seattle City Light
    1015 Third Ave., Seattle 98104
12. Tacoma Pub. Utilities, Light Div.
    Box 11007, Tacoma 98411
13. Washington Natural Gas Co.
    815 Mercer St., Seattle 98109
14. Washington Water Power Co.
    1411 E. Mission Ave., Box 3727,
    Spokane 99220

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bellingham	37	62	5638	57
Everett	38	63	5352	76
Longview	39	64	5059	139
Seattle	41	65	4681	200
Spokane	26	70	6882	411
Tacoma	40	65	4796	158
Vancouver	38	66	5026	269
Yakima	28	70	6031	484

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. fire clay)	264	1,394
Gem stones	NA	200
Sand & gravel:		
Construction	22,100	60,300
Industrial	290	5,100
Stone:		
Crushed	11,700	43,000
Industrial	1	37
Combined value of barite, cement, clays (fire clay, 1984), diatomite, gold, gypsum, lime, olivine, peat, silver, and talc (1984)		114,554
Total 1985 (preliminary)		224,585

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

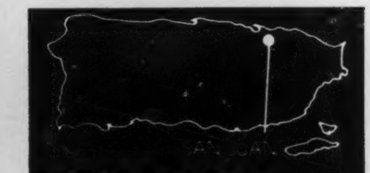
Matson, Dennis, Dpty. Dir. Oper.
Washington State Dept. of Trade & Econ. Dev.
101 General Admin. Bldg., MSAX-13
Olympia, 98504
206/753-7426

Areas & Others

Seattle

Fleming, George T., Econ. Dev. Mgr.
Pacific N.W. Bell Telephone Co.
1600 7th Ave., Rm. 1906, 98191
206/345-5210

Knapp, T. F., R.E. Oper. Dir.
Upland Industries Corp.
16400 Southcenter Pkwy.
Suite 305, Southcenter Pl., 98188
206/575-4620



PUERTO RICO

STATE INFORMATION:

Financial assistance to industry:

Manufacturers can negotiate for incentives involving employee training, transportation and installation of equipment, and machinery and rental costs. Incentives are based on industry and location requirements.

Industrial parks and standard buildings are constructed in advance of demand, and facilities are built to specifications under turn-key contracts. Standard rentals are $1.25 to $2.50 per square ft.

Tax rates:

P.R. has a unique status under U.S. tax codes. Qualifying companies receive 100% credit against federal taxes on corporate income, even after these funds are repatriated.

State tax incentives on corporate income and real estate personal property begin at 90% exemption and scale downward at five-year intervals for up to 25 years, depending on the location. Municipal taxes and fees are 100% eliminated for this period.

Advanced education facilities:

University campuses	8
Regional (community) colleges	30
Vocational schools	14
Technical institutes	5
Advanced program electronic schools	2

Industrial Pharmacy Educational Services (IPES)
(Public and private fund support for masters degrees given to industrial students)

Environmental controls:
Environmental Quality Board
Santos Rohena Betancourt, Pres.
204 Del Parque St.
P.O. Box 11488
Santurce, PR 00910
809/725-5140

POPULATION:

Municipalities over 25,000

	Census 1980	Estimate 1984
PUERTO RICO	3,196,520	3,270,000
Aguada	31,567	32,000
Aguadilla	54,606	55,000
Arecibo	86,766	87,000
Bayamón	196,206	202,500
Cabo Rojo	34,045	35,000
Caguas	117,959	121,000
Canovanas	31,880	32,400
Carolina	165,954	165,700
Cataño	26,243	25,900
Cayey	41,099	43,300
Cidra	28,365	29,600
Coamo	30,822	32,200
Corozal	28,221	29,600
Dorado	25,511	26,700
Fajardo	32,087	33,200
Guaynabo	80,742	85,100
Guayama	40,183	40,300
Hatillo	29,958	30,400
Humacao	46,134	52,400
Isabela	37,435	38,200
Juana Diaz	43,505	43,600
Juncos	25,397	27,000
Lares	26,743	28,000
Mayaguez	96,193	101,000
Manati	36,562	38,000
Moca	29,185	29,000
Ponce	180,046	190,000
Rio Grande	34,283	37,000
Salinas	26,438	26,600
San German	32,922	34,200
San Juan	434,849	428,900
San Lorenzo	32,428	33,300
San Sebastian	35,690	36,100
Toa Alta	31,910	33,400
Toa Baja	78,246	77,700
Trujillo Alto	51,389	50,800
Utuado	34,505	34,600
Vega Alta	28,696	30,000
Vega Baja	47,115	48,800
Yabucoa	31,425	31,400
Yauco	35,742	39,200

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1984
	—Thousands—	
Aguadilla	152.8	155.5
Arecibo	160.3	163.3
*Caguas	265.9	275.3
Mayaguez	200.5	209.8
Ponce	232.6	234.5
*San Juan	1,509.4	1,541.0

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Area Wage Survey

Average straight-time hourly earnings

	Puerto Rico 12/84
Office, professional, & technical	
File clerks	$4.63
Secretaries	6.75
Typists	4.75
Switchbd operators	4.88
Drafters	7.02
Electronics technicians	8.36
Computer operators	6.47
Maintenance & powerplant (men)	
Carpenters	5.55
Electricians	7.26
Engineers, stat'ry	8.23
Machinists	8.37
Mechanics (machinery)	7.29
Tool & die makers	8.38
Custodial & material movement	
Guards and watchmen	3.75
Janitors, porters, & cleaners	4.42
Laborers, mat'l hdlg	4.79
Shipping packers	4.69
Truckdrivers	5.50
Forklift operators	5.55

Unemployment

Percent of workforce unemployed in fiscal year 1985	21.4

Average Hourly Earnings in Manufacturing by SIC

SIC		Puerto Rico 3/86
23	Apparel & related prods	$ 3.97
28	Chemicals & allied prods	7.44
36	Electrical machinery, equip., & supplies	5.73
34	Fabricated metal products	5.46
20	Food & kindred products	5.28
25	Furniture & fixtures	3.86
31	Leather & leather prods	4.07
24	Lumber & wood products	3.94
35	Machinery, except elec.	5.35
26	Paper & allied products	5.43
29	Petroleum refining & related industries	10.10
33	Primary metal industries	5.65
27	Printing, publishing & allied industries	5.71
38	Professional & scientific instruments	5.68
30	Rubber & misc. plastic products	5.00
32	Stone, clay, glass, & concrete products	5.41
22	Textile mill products	4.38
21	Tobacco manufacturers	5.66
37	Transportation equipment	5.01
39	Misc. mfg. inds	5.13
	All mfg. industries	5.27

CLIMATE:

Year-round average temperature	78°

TRANSPORTATION:

Esteban Davila, Exec. Dir.
Puerto Rico Maritime Shipping Authority
Banco de Ponce Bldg., 9th Floor
Hato Rey, 00918
P.O. Box 71105
San Juan, 00936
809/754-6565
(Provides regular round-trip sailing between San Juan and major main land, gulf, south Atlantic and east coast ports, and Pacific ports.)

Domestic Airlines

American
Eastern
Airlift International
Flying Tigers
Delta
Arrow

Port Authority

Guillermo Valls, Exec. Dir.
Isla Grande Airport
Miramar
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260

UTILITIES:

Carlos Alvarado, Exec. Dir.
PR Electric Power Authority
G.P.O. Box 4267
San Juan, PR 00936
809/721-1212, 725-4232

Iran H. Puig, Gen. Mgr.
Communications Authority
Muñoz Rivera Ave. & Coll y Toste St.
P.O. Box 11248
Santurce, PR 00910
809/751-5151

Pedro Galarza, Pres.
PR Telephone Authority
1500 F. D. Roosevelt Ave.
G.P.O. Box 998
San Juan, PR 00936
809/782-8282

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	970	87,400
Clays	115	240
Lime	25	3,207
Sand & gravel	W	W
Stone:		
Crushed	6,000	31,400
Dimension	W	W
Total 1985 (preliminary)		122,247

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Colorado, Antorio J., Admin.
Econ. Dev. Admin.
G.P.O. 2350
San Juan, PR 00936
809/758-4747

Utility & Area

Santurce

González, José R., Pres.
Gov't Development Bank for PR
Minillas Governmental Center
P.O. Box 42001
Minillas Sta.
Santurce, PR 00940
809/726-2525

Keller, Judith
Mktg. Communications Dir.
Econ. Dev. Admin.
Commonwealth of Puerto Rico
1290 Ave. of Americas
New York, NY 10104
212/245-1200

Riefkohl, José L., Exec. Dir.
Aqueduct & Sewer Authority
604 Dr. Barbosa Ave.
P.O. Box 7066
Hato Rey, PR 00916
809/758-5757

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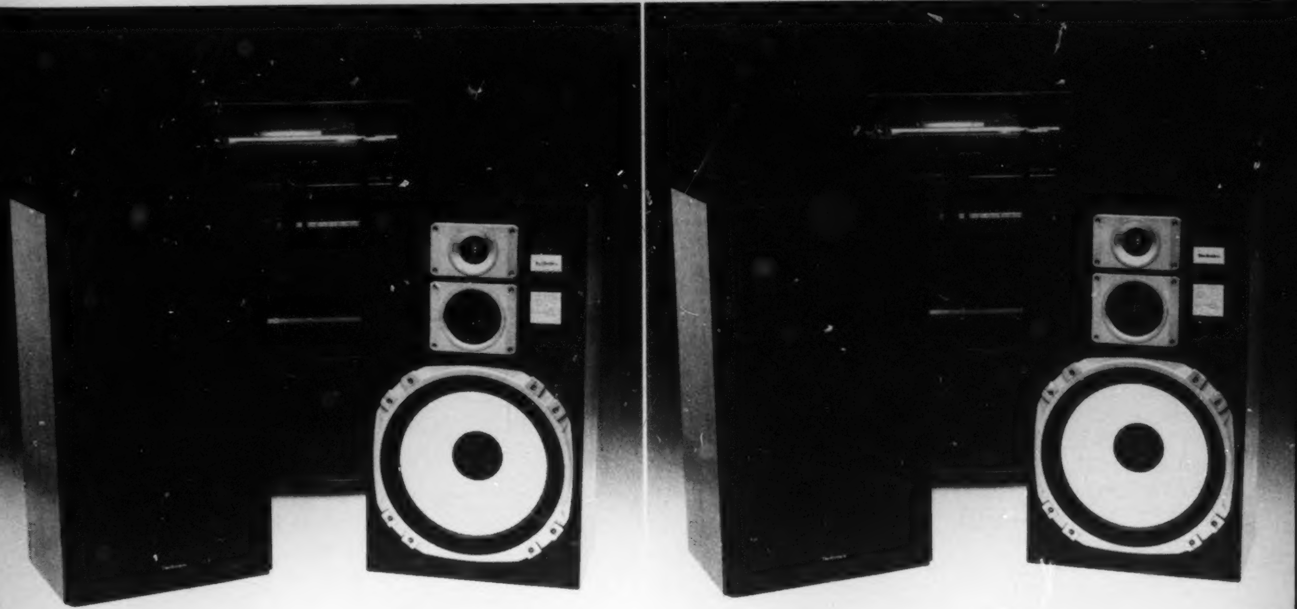

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Regional Review

(Editor's Note: Each year, the Economics Department of the Royal Bank of Canada develops long-term forecasts for use in the bank's strategic planning process. The following projections are excerpted from the bank's 1986 forecast.)

Canada's longer-term growth potential is governed by the expansion of the supply and productivity of its labor force. With respect to supply, relatively low birth rates and net immigration will likely constrain the growth in the labor force to an average annual rate of 1.6% through 1994, well below the 2.5% rate recorded during the previous 10-year interval. If all other factors remain unchanged, then this dramatic slowdown in the expansion of the labor force could significantly reduce the growth potential of the Canadian economy.

On the upside, however, we anticipate a healthy improvement in labor productivity. During the previous 10-year interval, the sharp rise in the price of energy led business to use less machinery per employee. During the next 10 years this constraint on productivity growth should be reversed. World oil prices are expected to increase at an annual rate of only 2.4%, rendering capital equipment more cost efficient. We expect real GNP per employee to rise on average by 1.2% per year, well above its 0.5% advance during the previous 10 years. This improvement in productivity essentially reflects the anticipated steady recovery in business investment and a rise in the capital-labor ratio.

Unemployment rate. An average annual increase in employment of 2.1% would result in a net gain of 2.5-million jobs between 1984 and 1994. During that period, the number of persons working or actively seeking work would rise by 2.2 million. Consequently, the jobless rate should decline steadily during the interval, from 11.3% in 1984 to 9.7% in 1989 to 7.5% by 1994.

As the jobless rate falls and labor markets tighten, wage rates will likely come under moderate upward pressure. Nevertheless, the substantial gains in dampening inflation during the past few years have reduced inflationary expectations. In addition, the jobless rate, while declining, will still be high by historical standards. That fact, plus the increasing competitiveness in international markets, will likely maintain the focus of wage determination on cost efficiency and job security.

During the 10-year forecast interval, we expect the economy-wide wage rate to show an average annual increase of 5.5%, well down from the 9.2% rise recorded during the previous decade. During the first five years of the interval, the wage rate is projected to show an average increase of only 5.2%. As the unemployment rate drops further and inflation edges upwards during the 1989-1994 interval, the average wage gain is expected to accelerate to 5.9%.

Unit labor costs and inflation. With rising productivity offsetting part of the increase in wage rates, we expect unit labor costs to climb at an average annual rate of just 4.2% through 1994. That would be roughly half the rate of increase in such costs during the previous 10-year interval. The increase in unit labor costs is a key determinant in the overall inflation rate. As the economy moves closer to capacity later in the forecast interval, inflation will likely edge higher. We expect the GNP price index to rise at an average annual rate of 4% during the first five years of the forecast interval and by 4.8% during the latter period. The increase in consumer prices will likely closely track that of the GNP price index.

Personal income and savings. We expect real disposable income to rise at an average annual rate of 2.6% during the next 10 years. The fact that this falls short of the increase in total production reflects relatively moderate wage gains, slower increases in investment income, and an expected rise in the effective personal tax rate. Consumers, however, will likely bolster their purchasing power by allocating a smaller portion of income to savings. We expect the personal savings ratio to decline from 13.5% in 1985 to 9.1% in 1989 and then remain close to that mark throught 1994. The tendency for savings to increase as more of the population is concentrated in the middle age brackets should be more than offset by the expected reduction in unemployment rates and real interest rates, both of which increase consumer confidence and reduce precautionary savings.

Consumer spending. Taking into consideration the outlook for income and savings, we expect real consumer spending to rise at an average annual rate of 3.1% through 1994. Although this would be slightly slower than the expansion of the overall economy, the sheer size of this demand category renders it a key determinant of economic growth. Given the expected changes in the age structure of the population, as well as other demographic factors such as the continued rise in the labor force participation rate, the composition of consumer spending can be expected to shift further during the next 10 years. As income rises, the share of necessities in total consumption tends to fall. Consequently, the share of outlays on nondurables, largely consisting of food, fuel, and clothing, is slated to decline from 39.8% in 1984 to 38.9% in 1994. Rising income, an ageing population, and increasing labor force participation rates tend to raise the share of expenditures allocated to services and some durables.

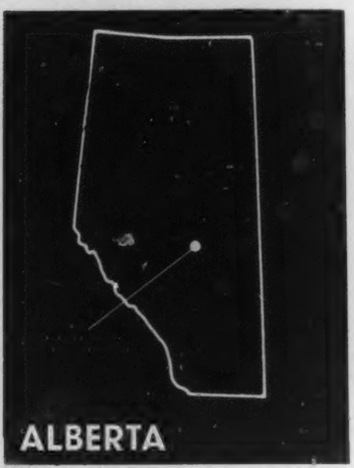
Now that mortgage interest rates have moved downward and real income has improved steadily, there will likely be some catchup in housing demand and construction in the years immediately ahead. In fact, an improvement in this area already occurred in 1985.

We expect that housing starts will increase from roughly 156,000 units in 1985 to 178,000 units in 1988. Following that period, the longer-term forces will likely become dominant, reducing the

---

Source: Economics Department, Royal Bank of Canada, "Canada's Economy, the Decade Ahead: Economic and Financial Trends to 1994." Econoscope, *Jan. 1986. Copyright 1986, Royal Bank of Canada.*

rate of housing starts to 144,000 units by 1994. Increases in average quality and renovation expenditures, however, should result in a 2.6% average annual rise in real residential construction through 1994. Most of that increase will likely occur during the first few years of the forecast interval. In fact, we expect such expenditures to remain essentially unchanged between 1988 and 1994. ☐



PROVINCE INFORMATION:

Financial assistance to industry:

- Manpower aid for job training & job creation
- Loans & equity participation through Alberta Opportunity Company (a Crown corporation)
- The Western Transp. Ind. Dev. Prog. includes grants for food & agri. processors for ind. diversification projects & for related research & dev.
- Loan guarantees for Alberta exporters

Tax rates:

Corporate income tax:
General 11%
(5% for mfg. business; 0% for small business effect. Apr. 1985)
Personal income tax ....43.5% of federal
Sales tax ....none
Incorp. & franchise tax ....none
Inventory tax ....none
Gasoline tax ....none

Advanced education facilities:

Four-year colleges & universities 4
Two-year or junior colleges...............10
Vocational & business schools..........6

Medical facilities:

Hospitals..132
Clinics...130

Labor analysis:

Civilian labor force.................1,145,000
High-school grads.......................23,249

Environment controls:

Air & water pollution: Environmental Permits & Licenses:
John Defir, Dir., Standards & Approvals Br., Alberta Environ., Oxbridge Place, 5th Fl., 9820-106 St., Edmonton, T5K 2J6, 403/427-5883

Environmental spills etc.: R. N. Briggs, Dir., Pollution Control Div., (same address as above), 403/427-6270; Emergency No. 800/222-6514

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1986
	—Thousands—	
ALBERTA	2,237.7	2,373.5
Calgary	592.7	632.4
Edmonton	532.2	546.2
Lethbridge	NA	58.2
Medicine Hat	40.3	44.0
Red Deer	NA	55.3
St. Albert	32.9	36.4

Census Metropolitan Areas

	Census 1981	Estimate 1986
	—Thousands—	
Calgary	592.7	632.4
Edmonton	657.0	684.7

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALBERTA	69.3	36.9	12.65
Calgary	24.5	36.9	12.62
Edmonton	24.8	37.2	12.57

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/86)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALBERTA	1,256	121	9.7

(figures are unadjusted for seasonal variation)

Industrial Mix (5/86)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	69.3	36.9	12.65
DURABLE GOODS	28.4	38.2	13.18
NONDURABLE GOODS	40.9	35.9	12.18
Food & beverages-SIC 101-109	12.3	35.4	11.98
Wood prods.-SIC 251-259	4.9	36.9	12.27
Paper & allied ind.-SIC 271-274	2.9	39.6	16.26
Printing, pub., & allied ind.-SIC 286-289	8.4	30.9	10.90
Primary metal ind.-SIC 291-298	3.1	38.5	15.76
Metal fabricating ind.-SIC 301-309	6.3	38.5	12.75
Machinery, except elec.-SIC 311-318	4.4	36.1	12.94
Transportation equip.-SIC 321-329	1.9	37.6	12.10
Electrical prods.-SIC 331-339	2.7	40.8	13.11
Nonmetallic min. prods.-SIC 351-359	3.9	40.7	14.39
Petroleum & coal prods.-SIC 365-369	3.9	39.0	16.30
Chemicals & chem. prods.-SIC 372-379	5.2	39.3	15.20

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Calgary 1-10, 14-18
Edmonton 1, 3-7, 11-18
Lethbridge 3, 15
Medicine Hat 3, 15
Red Deer 1, 3 (Calgary)
St. Albert 1 (Edmonton)

Railroads

1. Canadian National Rwy.
2. Chicago and North Western Transportation
3. CP Rail

Airlines

4. Air Canada
5. American West
6. Canadian Pacific Air Lines
7. Canadian Pacific Attache
8. Continental
9. KLM
10. Lufthansa
11. Norcanair
12. Northwest
13. Northwest Territorial
14. Pacific Western
15. Time Air (1982)
16. United
17. Wardair
18. Western Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Calgary — 1e, 2g
Edmonton — 3e, 6g
Lethbridge — 4e, 2g
Medicine Hat — 5eg
Red Deer — 7e, 6g
St. Albert — 8e, 6g

1. Calgary Electric System
   2808 Spiller Road, Box 2100
   Calgary T2P 2M5
2. Canadian Western Natural Gas Co.
   909 11th Ave., S.W.
   Calgary T2R 1L8
3. Edmonton Power
   Century Place, 9803-102 A Ave.,
   Edmonton
   T5J 3A3
4. Lethbridge Electric Dept.
   City Hall, Lethbridge T1J OP6
5. Medicine Hat Utilities
   580 1st St., S.E.
   Medicine Hat T1A 8E6
6. Northwestern Utilities Ltd.
   10035 105th St., Edmonton T5J 2V6

7. Red Deer Electric Light & Power
   Box 5008, Red Deer T4N 3T4
8. Transalta Utilities Corp.
   110 12th Ave., S.W., Box 1900
   Calgary T2P 2M1

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Gold (g)	25	245
Peat (metric ton)	58	12,821
Quartz (mt)	NA	4,500
Salt (metric ton)	1,391	22,203
Sodium sulfate	NA	4,098
Sulfur, elemental (metric ton)	6,565	874,186
Coal (metric ton)	25,020	438,000
Natural gas (thous. m^3)	67,029	6,106,362
Natural gas by-products (m^3)	18,295	1,762,164
Petroleum, crude (m^3)	68,970	7,970,208
Clay products	NA	10,160
Cement (metric ton)	934	124,951
Lime (metric ton)	191	21,437
Sand & gravel (metric ton)	48,400	108,000
Stone (metric ton)	196	2,925
Total 1986 (preliminary)		17,462,731

CLIMATE:

	Mean Temp. F		Average No. of Days of Precipitation
	Jan.	Jul	
Calgary	12	62	113
Edmonton	6	64	121
Medicine Hat	10	68	89

DEVELOPMENT COUNSELORS:

Province Development Agency

Jackson, Roger, Exec. Dir.
Regional Bus. Dev. Branch
Alberta Dept. of Tourism & Small Business
17th Fl., 10025 Jasper Ave.
Edmonton, T5J 3Z3
403/427-5267

Areas & Others

Calgary

McDonald, Bruce A., Dir. Bus. Dev. Dept.
Calgary Econ. Dev. Authority
P.O. Box 2100, Station M, T2P 2M5
403/268-2771

Edmonton

Bleiken, Allan G., Gen. Mgr.
Shields, Allan, Ind. Dev. Mgr.
Bus. Dev. Dept.
Edmonton Econ. Dev. Authority
2410 Oxford Tower
10235-101 St., T5J 3G1
403/424-7870

Dove, A. J., Ind. Dev. Mgr.
Mountain Region
CN Rail
10004-104 Ave., T5J 0K2
403/429-8388

Morine, Glen B., Ind. Dev. Mgr.
Edmonton Econ. Dev. Auth.
2410 Oxford Tower
10235-101 St., T5J 3G1
403/424-7870

Lethbridge

Moore, William H., Bus. Dev. Off
O'Connell, Dennis S., Econ. Dev. Dir.
City of Lethbridge, City Hall
910-4th Ave. S., T1J 0P6
403/320-3910

Medicine Hat

Cormier, David A., Econ. Dev. Mgr.
City of Medicine Hat
City Hall, T1A 0C7
403/526-5971

Red Deer

Scott, Alan V., Econ. Dev. Dir.
City of Red Deer
P.O. Box 5008, T4N 3T4
403/342-8105

BRITISH COLUMBIA

PROVINCE INFORMATION:

Financial assistance to industry:
- Conventional financing for buildings & equipment
- Several programs provide loans at reduced rates for modernization, expansion or establishment of manufacturing or processing facilities
- Five-year provincial corporate income tax holiday for designated industries.

Tax rates:

Corporate income tax	8%-16%
Personal income tax	44% of fed.
Personal property tax	none
Sales tax	7%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.084/liters

Advanced education facilities:
- Four-year colleges & universities 18
- Vocational & business schools..........6
- Marine Technology Park adjacent to Institute of Ocean Sciences
- Centre of Excellence for advanced micro-electronics established at the University of B.C.

Medical facilities:
- Hospitals 127

Labor analysis:
- Civilian labor force.............. 1.5 million
- High-school grads .... 1 2 million

Environment controls:

Air & water pollution: Waste Mgt. Branch, Ministry of Environ., 1106 Cooke St., Victoria, V8V 1X4, 604/387-1161

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1986
	—Thousands—	
BRITISH COLUMBIA	2,744.7	2,897.9
Burnaby	136.5	NA
Chilliwack	40.6	NA
Kamloops	64.0	63.1
Kelowna	59.2	58.7
Nanaimo	47.1	47.6
New Westminister	38.6	38.2
North Vancouver	34.0	35.5
Port Coquitlam	27.5	30.9
Prince George	67.6	68.2
Vancouver	414.2	413.8
Victoria	64.4	65.2

Census Metropolitan Areas

	Census 1981	Estimate 1986
	—Thousands—	
Vancouver	1,268.2	1,352.7
Victoria	233.5	247.5

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
BRITISH COLUMBIA	138.6	36.2	15.14
Vancouver	71.2	36.2	14.04
Victoria	3.8	35.7	14.02

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/86)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
BRITISH COLUMBIA	1,438	194	13.5

(figures are unadjusted for seasonal variation)

Industrial Mix (5/86)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	138.6	36.2	15.14
DURABLE GOODS	75.8	36.7	15.51
NONDURABLE GOODS	62.7	35.4	14.63
Food & beverages-SIC 101-109	18.5	33.1	13.75
Wood prods.-SIC 251-259	37.6	36.9	15.93
Paper & allied ind.-SIC 271-274	19.3	37.8	18.02
Printing, pub., & allied ind.-SIC 286-289	9.4	30.0	14.90
Primary metal ind.-SIC 291-298	5.9	35.3	16.64
Metal fabricating ind.-SIC 301-309	7.5	36.1	14.64
Machinery, except elec.-SIC 311-318	4.2	35.7	15.99
Transportation equip.-SIC 321-329	10.1	36.7	15.27
Electrical prods.-SIC 331-339	4.3	38.9	12.53
Nonmetallic min. prods.-SIC 351-359	3.6	36.2	16.12

Petroleum & coal prods.-SIC 365-369		
1.1	45.8	16.96
Chemicals & chem. prods.-SIC 372-379		
3.3	38.7	14.18

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Kamloops 3, 4, 17, 27, 32
Kelowna 3, 4, 11, 17, 27, 30, 32
Nanaimo 4, 6, 12, 14, 17, 31
New Westminster 2-4 (Vancouver)
North Vancouver 1, 2, 4 (Vancouver)
Prince George 1, 3, 15, 27, 32
Vancouver 2-10, 12-29, 31-36
Victoria 3, 4, 6, 8, 9, 14, 17, 23, 26, 27, 29, 31

Railroads

1. BC Rail
2. Burlington Northern R.R. Co.
3. Canadian National Rwy.
4. CP Rail
5. Illinois Central Gulf Railroad

Airlines

6. Air BC
7. Aircal
8. Air Canada
9. Air Canada-Time Air
10. Air New Zealand
11. Adastra Aviation
12. Aquila Air
13. British Airways
14. Burrard Air
15. Canadian Pacific Air Lines
16. Canadian Pacific Attache
17. Canadian Pacific Commuter-BC Air
18. Cathay Pacific
19. Continental
20. Frontier Airlines
21. Japan Air Lines
22. KLM
23. Lake Union Air Service
24. Lufthansa
25. Mountain Pacific Air
26. Otter Air
27. Pacific Western
28. Qantas
29. San Juan Airlines
30. Shuswap Flight Ctr.
31. Skylink Airlines
32. Time Air (1982)
33. United
34. Wardair
35. Western Airlines
36. Wilderness Airline (1975)

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Kamloops — 1e, 2g
Kelowna — 3e, 2g
Nanaimo — 1e, 5g
New Westminster — 1e, 4e
North Vancouver — 1e
Prince George — 1e, 2g
Vancouver — 1eg
Victoria — 1eg

1. British Columbia Hydro
   970 Burrard St., Vancouver V6Z 1Y3
2. Inland Natural Gas Co., Ltd.
   1066 West Hastings St., Vancouver V6J 2G9
3. Kelowna Electric Dept.
   1435 Water St., Kelowna V1Y 1J4
4. New Westminster Electric Dept.
   City Hall, 511 Royal Ave.
   New Westminster V3L 1H9
5. Vancouver Island Gas Co., Ltd.
   Ste. 6-77 Victoria Crescent, Nanaimo V9R 5B9

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Antimony (kg)	NA	3,466
Bismuth (kg)	82	763
Cadmium (kg)	301	1,151
Copper (kg)	332,084	667,783
Gold (g)	8,737	143,208
Iron ore (metric ton)	64	3,442
Lead (kg)	103,204	69,514
Molybdenum (kg)	12,514	110,413
Silver (kg)	405	103,093
Zinc (kg)	137,687	170,181
Asbestos (metric ton)	80	49,600
Barite (metric ton)	NA	1,900
Gemstones (kg)	NA	379
Gypsum (metric ton)	459	4,562
Magnesitic dolomite & brucite (metric ton)	NA	14,165
Peat (metric ton)	3	110
Quartz (metric ton)	NA	1,912
Sulfur in smelter gas (metric ton)	100	10,877
Sulfur, elemental (metric ton)	295	51,895
Coal (metric ton)	21,150	974,800
Natural gas (thous. m^3)	6,444	431,239
Natural gas by-products (m^3)	435	46,842
Petroleum, crude (m^3)	2,004	257,620
Clay products	NA	8,900
Cement (metric ton)	1,013	78,740
Lime (metric ton)	126	9,954
Sand & gravel (metric ton)	41,900	106,600
Stone (metric ton)	5,725	30,275
Total 1986 (preliminary)		3,365,598

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan	Jul.	
Kamloops	21	70	90
Prince George	11	59	162
Vancouver	36	63	161
Victoria	39	60	142

DEVELOPMENT COUNSELORS:

Province Development Agency

Eggleston, David, Invest. Promo. Dir.
B.C. Ministry of Int'l.
Trade & Invest.
Suite 315, Robson Sq.
800 Hornby St., Vancouver, V6Z 2C5
604/660-4567

Areas & Others

Kamloops
Elverhoy, Rino, Econ. Dev. Off.
Thompson-Nicola Reg. Dist.
2079 Falcon Rd.,V2C 4J2
604-372-9336

Kelowna
Browns, Dwight, Econ. Dev. Cmsr.
Reg. District of Central Okanagan
540 Groves Ave., V1Y 4Y7
604/763-4918

Prince George
McMann, Dale, Mgr.
Prince George Region Dev. Corp.
1102 6th Ave, V2L 3M4
604/564-0282

Vancouver
Fancy, Sidney, Econ. Dev. Mgr.
City of Vancouver
Suite 721, 601 W. Broadway, V5Z 4C2
604/873-7011

Victoria
Dary, Charles, Dir.
Community Econ. Dev. Services
B.C. Industry & Small Business
Parliament Bldgs., V8V 1X4
604/387-5018

PROVINCE INFORMATION:

Financial assistance to industry:
- Programs:
  - Manitoba jobs & training
  - Development agreements
  - Feasibility studies
  - Winnipeg core-area small business
  - Venture capital
  - Trade assistance
  - Manitoba graduates in business
  - Youth business start

Tax rates:

Corporate income tax:	
Small business	10%
Other	16%
Personal income tax of federal basic tax	54%
Sales tax	6%

Advanced education facilities:
Four-year colleges & universities 6
Vocational & business schools..........9

Labor analysis:
Civilian labor force....................525,000

Environment controls:

Air & water pollution: Clean Environ. Cmsn., 139 Tuxedo Blvd., Winnipeg, Manitoba, R3N 0H6, 204/945-7120

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1986
	Thousands	
MANITOBA	1,026.2	1,075.3
Brandon	34.9	39.0
Winnipeg	564.5	592.8

Census Metropolitan Areas

	Census 1981	Estimate 1986
	Thousands	
Winnipeg	585.0	614.6

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANITOBA	53.4	38.6	10.14
Winnipeg	42.6	38.3	10.04

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/86)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MANITOBA	532	42	7.8

(figures are unadjusted for seasonal variation)

Industrial Mix (5/86)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	53.4	38.6	10.14
DURABLE GOODS	23.8	39.0	10.68
NONDURABLE GOODS	29.6	38.3	9.64
Food & beverages-SIC 101-109	10.4	38.3	10.95
Clothing-SIC 243-249	6.2	39.5	5.91
Printing, pub., & allied ind.-SIC 286-289	5.9	36.7	9.83
Metal fabricating ind.-SIC 301-309	3.9	38.2	11.32
Machinery, except elec.-SIC 311-318	5.0	38.7	10.73
Transportation equip.-SIC 321-329	5.8	38.9	10.77
Electrical prods.-SIC 331-339	1.8	39.5	12.12
Chemicals & chem. prods.-SIC 372-379	1.2	44.3	9.90

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Brandon 1, 2, 12
Winnipeg 1-13

Railroads

1. Canadian National Rwy.
2. CP Rail
3. Illinois Central Gulf Railroad

Airlines

4. Air Canada
5. Air Ontario
6. Bearskin Lake Air Service
7. Canadian Pacific Air Lines
8. Frontier Airlines
9. Nordair
10. Northwest
11. Northwest Territorial
12. Pacific Western
13. Perimeter

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Brandon — 2e
Winnipeg — 3e, 1g

1. Greater Winnipeg Gas Co.
   265 Notre Dame Ave., Winnipeg
   R3B 1N9
2. Manitoba Hydro-Electric Board
   820 Taylor Ave., Box 815
   Winnipeg R3C 2P4
3. Winnipeg Hydro
   5th Floor, Administration Bldg.
   Civic Centre, Winnipeg R3B 1C1

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Bismuth (kg)	NA	1
Cadmium (kg)	115	441
Cobalt (kg)	344	7,777
Copper (kg)	69,274	141,389
Gold (g)	2,187	35,851
Lead (kg)	496	334
Nickel (kg)	43,595	259,609
Selenium (kg)	68	1,162
Silver (kg)	34	8,707
Tantalum (Ta_2O_5) (kg)	39	2,124
Tellurium (kg)	3	99
Zinc (kg)	57,742	71,369
Gypsum (metric ton)	162	2,146
Peat (metric ton)	73	13,809
Quartz (metric ton)	NA	2,979
Sulfur in smelter gas (metric ton)	2	165
Sulfur, elemental (metric ton)	NA	42
Petroleum, crude (m^3)	825	94,601
Clay products	NA	2,480
Cement (metric ton)	431	46,104
Lime	NA	5,417
Sand & gravel (metric ton)	12,200	35,100
Stone (metric ton)	3,466	13,100
Total 1986 (preliminary)		758,353

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Winnipeg	1	68	121

DEVELOPMENT COUNSELORS:

Province Development Agency

McLeod, Robert H., Ind. Branch Dir.
Manitoba Dept. of Ind., Trade, & Tech.
701-155 Carlton St.
Winnipeg, Manitoba R3C 3H8
204/945-5753

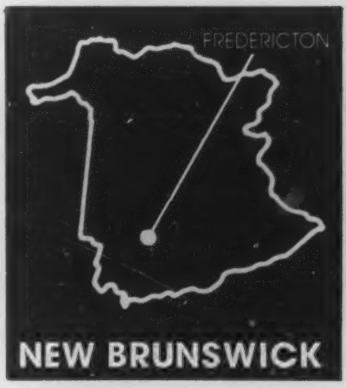
Areas & Others

Thompson
Langdon, Paul, Proj. Off.
Dept. of Reg. Ind. Expansion
210-74 Cree Road, R8N 0B8
204/778-4480

Winnipeg
George, Ted A., Gen. Mgr.
Winnipeg Bus. Dev. Corp.
509-167 Lombard Ave., R3B OV3
204/944-8686

Gregory, R. Gary, Ind. Dev. Mgr.
CN Rail, Prairie Region
Room 350, 123 Main St.
P.O. Box 832, R3C 2P8
204/946-2223

Kaufmann, Christof, Ind. Planning Off.
Dept. of Environ. Planning
The City of Winnipeg
395 Main St., R3B 3E1
204/985-5082



PROVINCE INFORMATION:

Financial assistance to industry:
- Direct loans
- Loan and bond issue guarantees
- Equity
- Venture capital
- Investment tax credits
- Cash grants
- Interest rate buydowns
- Special loan insurance

Tax rates:

Corporate income tax .... varies depending on business classification

Personal income tax ....58% of federal basic tax

Personal property tax:

Residential ....$1.50/$100 assessed value

Nonresidential ....$2.25/$100 assessed value

Sales tax 11%

Incorporation fee.............. $200 + $10 registration fee

Gasoline tax..........7.6¢/litre (reg. lead), 8.0¢/litre (reg. unlead), 8.4¢/litre (premium)

Diesel tax ....7.8¢/litre

Advanced education facilities:

Four-year colleges & universities 4

Vocational & business schools........10

Medical facilities:

Hospitals 35

Health centers 19

Labor analysis:

Civilian labor force.310,000 (1986 est.)

High school graduates.9,300 annually

Environment Controls:

Air & Water Pollution: Pollution Control Branch, Dept. of Municipal Affairs and Environment, Gov't of New Brunswick, P.O. Box 6000, Fredericton, E3B 5H1, 506/453-2861

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1986
	Thousands	
NEW BRUNSWICK	696.4	720.2
Fredericton	44.0	42.3
Moncton	54.7	54.3
Saint John	80.5	76.8

Census Metropolitan Areas

	Census 1981	Estimate 1986
	Thousands	
Saint John	114.0	114.9

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW BRUNSWICK	31.9	39.0	10.72
Moncton	3.2	40.1	10.11
Saint John	6.2	40.6	13.42
Fredericton	1.4	39.7	9.11

*employees paid by the hour, including overtime

Industrial Mix (5/86)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	31.9	39.0	10.72
DURABLE GOODS	9.4	40.0	10.62
NONDURABLE GOODS	22.5	38.5	10.76
Food & beverages–SIC 101-109	12.0	37.0	8.23
Wood–SIC 251-259	3.7	40.5	9.46
Paper & allied ind.–SIC 270-274	5.7	42.5	16.14
Printing, pub., & allied ind.–SIC 286-289	1.6	36.7	9.19
Metal fabricating ind.–SIC 301-309	1.2	40.1	12.24
Transportation equip.–SIC 321-329	2.0	38.5	12.25
Misc. manufacturing ind.–SIC 391-399	0.7	38.4	8.86

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/86)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW BRUNSWICK	303	41	13.3

(figures are unadjusted for seasonal variation)

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Fredericton 1-6

Moncton 1, 3-6

Saint John 1-6

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Bras Dor. Ltd.
4. Air Canada
5. Canadian Pacific Air Lines
6. Canadian Pacific Commuter-Air Atlantic

UTILITIES:

Electric Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Fredericton — 1

Moncton — 1

St. John — 2

1. New Brunswick Elec. Pwr. Cmsn.
   515 King St., Fredericton E3B 4X1
2. St. John Power Cmsn.
   239 Charlotte St., Box 850, St. John E2L 4C7

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Antimony (kg)	NA	20,444
Bismuth (kg)	174	1,625
Cadmium (kg)	52	199
Copper (kg)	7,069	14,427
Gold (g)	107	1,757
Lead (kg)	76,391	51,454
Silver (kg)	201	51,031
Zinc (kg)	166,107	205,308
Peat (metric ton)	191	18,440
Sulfur in smelter gas (metric ton)	101	9,431
Coal (metric ton)	480	26,700
Natural gas (thous. m^3)	1	15
Petroleum, crude (m^3)	NA	13
Clay products	NA	3,350
Cement	NA	8,406
Sand & gravel (metric ton)	8,200	NA
Stone (metric ton)	2,030	11,074
Total 1986 (preliminary)		526,046

DEVELOPMENT COUNSELORS:

Province Development Agency

Kevin Kearns
Ind. Promo. off., Ind. Promo Div.
N. B. Dept. of Comm. & Tech.
P.O. Box 6000
Fredericton, E3B 5H1
506/453-3981

Areas & Others

Edmundston

Beaulieu, Roland

Pelletier, Rino, Gen. Dir.
Northeast Industrial Cmsn.
174 Church St., P.O. Box 490, E3V 3L2
506/735-4769

Fredericton

Price, S. R., Gen. Mgr.
Capitol Region Dev. Cmsn.
Suite 1, 2nd Fl.
618 Queen St., E3B 1C2
506/454-3080

Moncton

Daigle, Paul J., Gen. Mgr.
Moncton Ind. Dev. Ltd.
1234 Main St., Terminal Bldg.
E1C 1H7
506/854-2700

Cameron, John, D., Mgr.
Planning & Ind. Dev.
CN Rail
1234 Main St., E1C 1H7
506/382-0551

MacPherson, Don, Mgr.
Moncton Central Business Dev. Corp.
14 Church St., E1C 4Y9
506/854-6191

Saint John

O'Leary, Donald F., Gen. Mgr.
St. John Fundy Reg. Dev. Comm. Inc.
15 Market Sq., Box 1971, E2L 4L1
506/658-2918

Tracadie

Cormier, Roland J., Ind. Cmsr.
Peninsula Econ. Expansion Cmsn.
P.O. 940, E0C 2B0
506/395-2261

PROVINCE INFORMATION:

Financial assistance to industry:
- Newfoundland & Labrador Dev. Corp. (NLDC) 709/753-3560
- Rural Agricultural & Northern Dev. (RAND)
- Rural Development Authority 709/576-3184
- Rural Incentives Program 709/576-3184
- Dept. of Development
  - Technical Assistance Program 709/576-5061
  - Market & Product Dev. Program (MAPD) 709/576-2782
  - Ocean Industries Development Centre 709/772-2524
  - Retail Sales Tax Exemption 709/576-2465
- Industrial Incentives Board (Fed/Prov) 709/576-3171
- Dept. of Regional Economic Expansion/Industry Trade & Commerce, Indust. & Reg. Dev. Program 709/772-4917
- Canada Employment & Imigration Commission (CEIC) 709/772-4600
- Federal Bus. Dev. Bank (FBDB) 709/772-5505
- Dept. of Fisheries
  - Secondary Processing Interest Subsidy Program 709/576-3749
- Export Dev. Corp. 902/429-0426
- National Research Council
  - Industrial Research Assistance 709/754-1937

Tax rates:

Corporate income tax:	
Manufacturing & processing income eligible for small bus. deduction	20%
Excess	47.5%
Personal income tax	60% of federal
Personal property tax	varies locally
Sales tax	12%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	built into pump price

Advanced education facilities:

Four-year colleges & universities	1
Vocational schools	17

Medical facilities:

Hospitals	18
Clinics	30

Labor analysis:

Civilian labor force	188,000
High-school grads.	3,000/annum

Environment controls:

Air & water pollution: D. G. Jeans, Asst. Dpty. Minister, Dept. of Environ., Govt. of Newfoundland & Labrador, 2nd fl., Elizabeth Towers, 100 Elizabeth Ave., St. John's, AIC 5T7, 709/737-2559

POPULATION:

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1986
NEWFOUNDLAND	567.7	580.7
Corner Brook	24.3	23.4
St. John's	83.8	85.6

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1986
St. John's	154.8	160.5

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEWFOUNDLAND		
16.8	35.7	10.44
Cornerbrook		
1.2	42.1	15.24
St. John's		
3.8	36.6	11.15

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/86)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEWFOUNDLAND		
215	41	19.2

(figures are unadjusted for seasonal variation)

*Industrial Mix (5/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
16.8	35.7	10.44
DURABLE GOODS		
1.7	41.3	11.85
NONDURABLE GOODS		
15.2	35.1	10.28
Food & beverages-SIC 101-109		
11.5	33.6	8.55
Wood-SIC 251-259		
0.3	40.5	9.63
Printing, pub., & allied ind.-SIC 286-289		
0.6	33.9	8.35
Transportation equip.-SIC 321-329		
0.7	39.8	12.49
Nonmetallic min. prods.-SIC 351-359		
0.4	44.9	12.66

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Corner Brook 1 (2, 4-6 through Deer Lake)

St. John's 1-6

Railroads

1. Canadian National Rwys.

Airlines

2. Air Atlantic
3. Air Canada
4. Air Canada-Air Nova
5. Canadian Pacific Air Lines
6. Canadian Pacific Commuter-Air Atlantic

UTILITIES:

Electric Utility Serving St. John's & Cornerbrook

Newfoundland Light & Power Co., Ltd.
Kenmount Rd., Box 8910, St. John's
A1B 3P6

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Iron ore (metric ton)	19,465	702,483
Zinc (kg)	6,686	8,264
Asbestos (metric ton)	45	18,000
Barite (metric ton)	NA	24
Gemstones	NA	8
Gypsum (metric ton)	449	5,507
Peat (metric ton)	1	238
Quartz (metric ton)	NA	1,600
Soapstone, talc, pyrophyllite (metric ton)	NA	1,308
Clay products	NA	1,480
Cement (metric ton)	NA	9,300
Sand & gravel (metric ton)	2,700	13,345
Stone (metric ton)	529	2,612
Total 1986 (preliminary)		764,169

CLIMATE:

	Mean Temp. F. Jan.	Jul.	Average No. of Days of Precipitation
St. John's	25	60	210

DEVELOPMENT COUNSELORS:

Province Development Agency

Wakeham, Barbara
Dir. of Prospect Dev., Dept. of Dev.
Gov't of Newfoundland & Labrador
P.O. Box 4750, St. John's, AIC 5T7
709/576-2781

St. John's

Courish, Terrence, Dev. Officer
Dept. of Development
Ste. 405, Atlantic Pl.
Water St., A1C 5T7
709/737-2988

Bath, Kai, Promo. Officer
City of St. John's
P.O. Box 908, A1C 5M2
709/726-8820

PROVINCE INFORMATION:

Financial assistance to industry:

The Nova Scotia Department of Development is responsible for activities that ensure the successful development of the business and industrial economy of the Province of Nova Scotia. The department provides a package of business programs, including the Trade Expansion Program, the Rural Industry Program, the Industrial Loan Program, the Small Business Development Corporation, and the Venture Capital Corporation.

Industrial Estates Limited, a crown corporation, can finance 100% of the cost of land and buildings and up to 60% of the installed cost of production equipment for a new enterprise or plant expansion.

Tax rates:
Corporate income tax:
Federal....30% + 3% surcharge (10% + 3% surcharge for small bus.)
Provincial........................ 15% (10% for small business. New small bus. eligible for 2-yr. exempt. from provincial tax, effect. Apr. '86.)
Personal income tax..................56.5% of federal basic rate

Personal property tax:
Residential............................$1.51/$100
Commercial & bus. occ..$2.61/$100 of assessed value (approx. 75% of market value)
Sales tax...........10%(groceries & most clothing & shoes excl.)
Gasoline.................................$.083/litre

Advanced education facilities:
Four-year colleges & universities 12
Vocational & business schools..........2 institutes of technology, 14 regional vocational schools

Medical facilities:
Hospitals...52
Clinics...NA

Labor analysis:
Civilian labor force......... 419,000 (7/86)
High school seniors...............11,000 (1986-87 est.)

Environment Controls:

Air & water pollution: Nova Scotia Dept. of Environ., Suite 600, 1660 Hollis Street, Halifax, 902/424-5300

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1986
	Thousands	
NOVA SCOTIA	847.4	883.0
Dartmouth	62.2	61.0
Halifax	114.6	112.8
Sydney	29.4	29.0

Census Metropolitan Areas

	Census 1981	Estimate 1986
	Thousands	
Halifax	277.7	290.4

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
NOVA SCOTIA		
36.2	38.5	10.60
Halifax		
8.0	39.8	12.18
Truro		
2.3	38.5	8.48

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/86)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NOVA SCOTIA		
395	53	13.5

(figures are unadjusted for seasonal variation)

*Industrial Mix (5/86)**

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
36.2	38.5	10.60
DURABLE GOODS		
10.7	39.8	10.84
NONDURABLE GOODS		
25.5	37.9	10.48
Food & beverages-SIC 101-109		
12.0	36.6	8.37
Textile prod.-SIC 181-189		
1.5	38.8	8.11
Wood-SIC 251-259		
1.6	40.8	7.84
Paper & allied ind.-SIC 271-274		
3.1	41.9	15.43
Printing, pub., & allied ind.-SIC 286-289		
1.6	35.9	10.23
Metal fabricating ind.-SIC 301-309		
1.1	39.5	12.29
Transportation equip.-SIC 321-329		
3.7	39.8	11.74
Electrical prods.-SIC 331-339		
1.2	37.3	9.40
Chemicals & chem. prods.-SIC 372-379		
0.6	42.7	12.62

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Dartmouth 1 (Halifax)
Halifax 1-8
Sydney 1, 3-6

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Bras Dor. Ltd.
4. Air Canada
5. Air Canada-Air Nova
6. Canadian Pacific Air Lines
7. Canadian Pacific Commuter—Air Atlantic
8. Cougar Helicopters

UTILITIES:

Electric Utility Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Dartmouth — 1
Halifax — 1
Sydney — 1

1. Nova Scotia Power Corp.
P.O. Box 910, Halifax B3J 2W5

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Barite (metric ton)	NA	1,211
Gypsum (metric ton)	6,164	50,848
Peat (metric ton)	6	1,150
Coal (metric ton)	2,880	176,500
Clay products	NA	7,730
Cement	NA	20,449
Sand & gravel (metric ton)	8,325	25,150
Stone (metric ton)	4,203	22,504
Total 1986 (preliminary)		356,673

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Halifax	26	65	152
Sydney	24	64	179

DEVELOPMENT COUNSELORS:

Province Development Agency

J. Drummond Fraser
Sr. Ind. Dev. officer
Nova Scotia Dept. of Dev.
Box 519, Halifax, B3J 2R7
Telephone: 902/424-6758
Telex: 019-22548

Merriam, Thomas G., Ind. Promo. Dir.
Nova Scotia Dept. of Dev.
World Trade & Convention Ctr.
7th Fl., 1800 Argyle St., B3J 3N8
902/424-8577

Areas & Others

Halifax

Savin, William A., Dev. Dir.
Regional Industrial Expansion
P.O. Box 940, Station M, B3J 2V9
902/423-3293

PROVINCE INFORMATION:

Financial assistance to industry:
- Loans including term, interest forgiveness, & guarantees
- Tax incentives including accelerated depreciation on machinery
- Site selection assistance
- Employee training assistance programs
- Business & plant consulting
- Export assistance programs
- Component sourcing assistance
- Technology consulting services

Tax rates:
- Corporate income tax:
  - Ontario rate..............................15.5%
  - Fed. rate....................................36.0%
  - Combined rate..........................51.5%
- Personal income tax.......................50% of basic Federal (1986 tax year)
- Personal property tax .... varies
- Sales tax:
  - Federal.......................................12.0%
  - Ontario.......7.0% (with some exceptions)
- Incorporation fee.......................$220.00
- Franchise tax..................................none
- Inventory tax ....none
- Gasoline tax...................083¢/litre (reg)

Advanced education facilities:
- Four-year colleges & universities 17
- Colleges of applied arts & sciences 22
- Vocational & business schools......220

Labor analysis:
- Civilian labor force.................4,877,000
- High school graduates.............145,099

Environment Controls:

Air & water pollution: W. R. Belfour, Dir., Environ. Approvals & Land Use Planning Branch, Ontario Ministry of the Environ., 8th Fl., 135 St. Clair Ave. W., Toronto, M9V 1K6, 416/965-6975

POPULATION:

Cities over 25,000

	Census 1981 — Thousands	Estimate 1986 — Thousands
ONTARIO	8,625.1	9,139.8
Ajax	25.5	30.7
Barrie	38.4	42.7
Belleville	34.8	36.3
Brampton	149.0	191.4
Brantford	74.3	78.8
Burlington	114.9	121.1
Caledon	26.6	28.7
Cambridge	77.1	82.6
Chatham	40.9	44.0
Cornwall	46.1	47.6
Guelph	71.2	77.4
Halton Hills	NA	34.6
Hamilton	306.4	310.6
Kingston	52.6	52.2
Kitchener	139.7	148.7
London	254.3	267.6
Markham	77.0	112.9
Milton	20.8	35.7
Mississauga	315.0	357.9
Newcastle	31.9	32.4
Newmarket	29.8	38.6
Niagara Falls	71.0	73.3
North Bay	51.2	52.6
North York	559.6	NA
Oakville	75.8	79.7
Oshawa	117.6	127.8
Ottawa	295.1	297.7
Peterborough	60.6	62.3
Pickering	37.8	49.8
Richmond Hill	37.8	44.8
St. Catharines	124.0	126.1
St. Thomas	27.2	29.4
Sarnia	50.8	48.1
Sault Ste. Marie	82.7	80.8
Stoney Creek	36.7	45.2
Stratford	26.3	27.9
Sudbury	91.8	88.8
Thunder Bay	112.5	114.0
Timmins	44.7	48.2
Toronto	599.2	575.1
Vaughan	29.7	NA
Waterloo	49.4	52.6
Welland	45.5	46.4
Whitby	36.7	46.7
Windsor	192.0	190.2
Woodstock	26.4	27.2

Census Metropolitan Areas

	Census 1981 — Thousands	Estimate 1986 — Thousands
Hamilton	542.1	564.6
Kitchener	287.8	306.1
London	283.6	297.2
Oshawa	154.2	174.5
Ottawa - Hull	718.0	776.7
St. Catharines - Niagara	304.3	310.1
Sudbury	150.0	146.5
Thunder Bay	121.3	123.4
Toronto	2,999.0	3,222.3
Windsor	246.1	247.8

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
ONTARIO	902.3	39.9	11.99
Barrie	3.9	39.2	11.75
Brantford	12.1	38.0	10.87
Brockville	7.3	37.7	11.81
Chatham	4.8	40.4	13.59
Cornwall	5.9	41.2	11.11
Guelph	11.3	39.2	11.71
Hamilton	64.6	39.5	14.12
Kingston	6.3	40.3	13.38
Kitchener	50.9	38.8	10.62
London	20.8	37.8	12.15
Oshawa	27.4	39.9	15.64
Ottawa	19.2	36.1	12.39
Ottawa-Hull	24.2	36.2	13.10
Peterborough	8.3	38.5	11.52
Sarnia	11.6	39.2	17.75
St. Catharines-Niagara	30.7	41.0	15.40
Toronto	387.3	39.8	11.09
Windsor	40.1	45.3	14.20

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/86)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ONTARIO	4,877	302	6.2

(figures are unadjusted for seasonal variation)

*Industrial Mix (5/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	902.3	39.9	11.99
DURABLE GOODS	488.3	41.1	12.50
NONDURABLE GOODS	414.0	38.2	11.23
Food & beverages–SIC 101-109	87.5	38.3	11.59
Tobacco prods.–SIC 151-153	2.9	35.7	15.82
Rubber & plastic prods.–SIC 162-165	43.6	39.4	10.54
Leather prods.–SIC 172-179	11.3	37.0	7.60
Textile prods.–SIC 181-189	29.7	39.9	10.58
Knitting mills–SIC 231-239	7.0	37.3	7.06
Clothing–SIC 243-249	24.3	35.9	6.96

Wood prods.-SIC 251-259	24.0	39.1	9.42
Furniture & fixtures-SIC 261-268	23.8	38.8	9.24
Paper & allied ind.-SIC 271-274	43.5	40.3	14.00
Printing, pub., & allied ind.-SIC 286-289	60.1	34.8	11.82
Primary metal ind.-SIC 291-298	62.4	40.6	14.81
Metal fabricating ind.-SIC 301-309	102.2	41.0	10.89
Machinery, except elec.-SIC 311-318	48.7	39.5	12.23
Transportation equip.-SIC 321-329	132.9	42.9	14.18
Electrical prods.-SIC 331-339	69.1	40.0	11.04
Nonmetallic min. prods.-SIC 351-359	25.1	41.4	12.75
Petroleum & coal prods.-SIC 365-369	11.3	41.0	15.99
Chemicals & chem. prods.-SIC 372-379	53.2	39.2	12.25
Misc. manufacturing ind.-SIC 391-399	39.8	37.3	9.58

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Barrie 2 (Toronto)
Belleville 2, 5 (Peterborough)
Brampton 2, 5 (Toronto)
Brantford 2, 5 (Hamilton)
Burlington 2, 5 (Hamilton)
Cambridge 2 (Hamilton)
Chatham 2, 3, 5, 6 (Windsor)
Cornwall 2, 5, 38
Guelph 2, 5 (Hamilton)
Halton Hills (Toronto)
Hamilton 2, 5, 21
Kingston 2, 5 (Ottawa)
Kitchener 2, 5 (Hamilton)
London 2, 5, 9, 12
Markham 2 (Toronto)
Mississauga (Toronto)
Newcastle 2, 5
Newmarket 2 (Toronto)
Niagara Falls 2, 6 (Buffalo, NY)
North Bay 2, 5, 7, 9, 12, 35, 50
Oakville 2, 5 (Toronto)
Oshawa 2, 5, 29, 45
Ottawa 2, 5, 9, 12, 19, 21, 26, 28, 29, 33, 34, 37, 39, 40, 42, 45, 50, 51
Peterborough 2, 5, 21
Pickering 2 (Toronto)
Richmond Hill 2 (Toronto)
St. Catharines 2 (Buffalo, NY)
St. Thomas 2, 3, 5, 6 (London)
Sarnia 2, 3, 12
Sault Ste. Marie 1, 5, 7, 9, 12, 15, 33, 35
Stoney Creek 2 (Hamilton)
Stratford 2 (London)
Sudbury 2, 5, 7, 9, 12, 33, 35, 50
Thunder Bay 2, 5, 7, 9, 12, 15, 16, 33, 35, 37
Timmins 7, 9, 15, 35
Toronto 2, 5, 8-15, 17-27, 30-33, 36-38, 40, 41, 43, 44, 46-52
Waterloo 2, 5 (Hamilton)
Welland 2, 4, 6 (Buffalo, NY)
Whitby 2, 5 (Toronto)
Windsor 2, 3, 5, 6, 9, 12, 29, 33, 45, 50
Woodstock 2, 5 (London)

Railroads

1. Algoma Central Rwy.
2. Canadian National Rwys.
3. Chessie System Railroads
4. Conrail
5. CP Rail
6. Norfolk and Western Railway
7. Ontario Northland Rwy.

Airlines

8. Aeromexico
9. Air Canada
10. Air France
11. Air Jamaica
12. Air Ontario
13. Alitalia
14. American
15. Austin Airways
16. Bearskin Lake Air Service
17. British Airways
18. BWIA Int'l
19. Canadian Pacific Air Lines
20. Canadian Pacific Attache
21. City Express
22. Comair
23. Commuter Express
24. Delta Connection-Business Express
25. Delta Connection-Comair
26. Eastern
27. El Al
28. First Air
29. Inter City Airways
30. KLM
31. Lufthansa
32. Mall Airways
33. Nordair
34. Nordair Metro
35. Norontair
36. Olympic
37. Pacific Western
38. Pem Air Limited
39. Piedmont
40. Pilgrim Airlines
41. Quebecair
42. Quebecair-Air Satellite
43. Republic
44. Sabena
45. Skycraft Air Transport
46. Swissair
47. United
48. USAir
49. Varig
50. Voyageur Airways
51. Wardair
52. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Barrie — 1e, 40g
Belleville — 2e, 41g
Brampton — 3e, 40g
Brantford — 4e, 42g
Cambridge — 5e
Chatham — 6e, 42g
Cornwall — 7e, 41g
Guelph — 8e, 42g
Halton Hills — 9e
Hamilton — 10e, 42g
Kingston — 11eg, 41g
Kitchener — 12eg
London — 13e, 42g
Markham — 14e, 40g
Mississauga — 15e, 40g
Newcastle — 16e
Newmarket — 17e, 40g
Niagara Falls — 18e, 40g
North Bay — 19e, 41g
Oakville — 20e, 42g
Oshawa — 21e, 40g
Ottawa — 22e, 40g
Peterborough — 23e, 40g
Richmond Hill — 24e, 40g
St. Catharines — 25e, 40g
St. Thomas — 26e, 42g
Sarnia — 27e, 42g
Sault Ste. Marie — 28e, 41g
Stoney Creek — 29e, 42g
Stratford — 30e, 42g
Sudbury — 31e, 41g
Thunder Bay — 32e, 41g
Timmins — 33e, 41g
Toronto — 34e, 40g
Waterloo — 35e, 42g
Welland — 36e, 40g
Whitby — 37e, 40g
Windsor — 38e, 42g
Woodstock — 39e, 42g

1. Public Utilities Cmsn.
   Box 7000, Barrie L4M 4V8
2. Utilities Cmsn.
   Box 939, Belleville K8N 5B6
3. Hydro-Electric Cmsn.
   50 Main St., S. Brampton L6W 3P7
4. Public Utilities Cmsn.
   Box 308, Brantford N3T 5N8
5. Hydro-Electric Cmsn.
   Box 1060, Cambridge N1R 5X6
6. Public Utilities Cmsn.
   Box 70, Chatham N7M 5K2
7. Cornwall Electric
   1001 Sydney St., Box 1179
   Cornwall K6H 5V3

Fort Erie

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CONTACT: Ms. Carolyn A. Bones
Economic Development Officer
Box 1098, Stn. "B"
Fort Erie, Ont., Canada L2A 5N9
(416) 871-3803

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8. Board of Light & Heat Cmsrs.
   104 Dawson Road
   Guelph N1H 1A7
9. Hydro-Electric Cmsn.
   66 Mill St., Georgetown L7G 3H7
10. Hydro-Electric Cmsn.
   Box 249, Hamilton L8N 3E4
11. Public Utilities Cmsn.
   Box 790, Kingston K7L 4X7
12. Public Utilities Cmsn.
   (Hydro Elect. Cmsn.)
   P.O. Box 1118 (Box 9010)
   Kitchener N2G 4G7 (N2G 4L2)
13. Public Utilities Cmsn.
   Box 2700, London
   N6A 4H6
14. Hydro-Electric Cmsn.
   Box 1600, Markham L3P 3V7
15. Hydro-Electric Cmsn.
   3240 Mavis Rd.
   Mississauga L5C 3K1
16. Public Utilities Cmsn.
   19 King St., W.
   Bowmanville L1C 1R2
17. Hydro-Electric Cmsn.
   500 Water St., Newmarket L3Y 1M5
18. Hydro-Electric Cmsn.
   Box 120, Niagara Falls L2E 6S9
19. Hydro-Electric Cmsn.
   1350 Fisher St., North Bay P1B 2H1
20. Hydro-Electric Cmsn.
   Box 1900, Oakville L6J 5E3
21. Public Utilities Cmsn.
   100 Simcoe St. S., Oshawa L1H 7M7
22. Hydro-Electric Cmsn.
   Box 8700, Ottawa K1G 3S4
23. Utilities Cmsn.
   Box 4125, Peterborough K9J 6Z5
24. Hydro-Electric Cmsn.
   Box 418
   Richmond Hill L4C 4Y6
25. Hydro-Electric Cmsn.
   Box 83, St. Catharines L2R 6R8
26. Public Utilities Cmsn.
   Box 400, St. Thomas N5P 3V4
27. Hydro Electric Cmsn.
   Box 2140, Sarnia N7T 7L6
28. Public Utilities Cmsn.
   Box 9000, Sault Ste. Marie
   P6A 6P2
29. Hydro-Electric Cmsn.
   Box 9220,
   Stoney Creek L8G 3Y2
30. Public Utilities Cmsn.
   Box 397, Stratford N5A 6T5
31. Hydro-Electric Cmsn.
   Box 250, Sudbury P3E 4P1
32. Hydro-Electric Cmsn.
   34 N. Cumberland St.,
   Thunder Bay P7A 4L4
33. Ontario Hydro
   700 University Ave., Toronto
   M5G 1X6
34. Hydro Electric System
   14 Carlton St., Toronto M5D 1K5
35. Hydro Electric Cmsn.
   Box 640, Waterloo N2J 4A3
36. Hydro-Electric Cmsn.
   Box 280, Welland L3B 5P6
37. Hydro-Electric Cmsn.
   Box 59
   Whitby L1N 5R8
38. Utilities Commission
   Box 1625,
   Windsor N9A 5T7
39. Public Utilities Cmsn.
   Box 245, Woodstock N4S 7X4
40. The Consumers' Gas Co., Ltd.
   One First Canadian Pl., Ste. 4200
   Toronto M5X 1C5
41. Northern & Central Gas Corp., Ltd.
   245 Yorkland Blvd., Willowdale
   M2J 1R1
42. Union Gas Ltd.
   50 Keil Dr. N.
   Chatham N7M 5M1

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Bismuth (kg)	3	29
Cadmium (kg)	724	2,770
Cobalt (kg)	2,142	48,465
Copper (kg)	289,297	590,456
Gold (g)	46,720	765,781
Iron ore (metric ton)	3,367	NA
Lead (kg)	6,542	4,407
Nickel (kg)	137,004	815,858
Selenium (kg)	34	585
Silver (kg)	437	111,218
Tellurium (kg)	3	109
Uranium (kg)	4,445	476,462
Zinc (kg)	303,549	375,187
Barite	NA	1,500
Gemstones	NA	1,730
Gypsum (metric ton)	1,309	17,500
Neptheline syenite (metric ton)	485	20,413
Peat (metric ton)	6	683
Quartz (metric ton)	832	11,167
Salt (metric ton)	6,708	145,104
Soapstone, talc, pyrophyllite	NA	11,068
Sulfur in smelter gas (metric ton)	456	35,322
Sulfur, elemental (metric ton)	NA	42
Natural gas (thous. m^3)	504	65,802
Petroleum, crude (m^3)	134	15,410
Clay products	NA	110,410
Cement (metric ton)	3,965	282,189
Lime (metric ton)	1,633	140,421
Sand & gravel (metric ton)	77,200	203,500
Stone (metric ton)	41,883	189,892
Total 1986 (preliminary)		4,797,195

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
London	21	69	165
Ottawa	12	69	152
Thunder Bay	5	64	141
Toronto	24	71	134
Windsor	24	72	137

DEVELOPMENT COUNSELORS:

Province Development Agency

Delaney, Jack R., Mgr.
Plant Location & Munic. Liaison
Ministry of Industry, Trade & Tech.
Hearst Block, Queen's Park
Toronto, M7A 2E1
416/965-7299

Areas & Others

Belleville
Bemis, Fred, Dir.
Dept. of Econ. & Business Dev.
City Hall, 169 Front St., K8N 2Y8
613/962-6211

Bramptom
Robert Cranch, Dir., Bus. Dev.
City of Bramptom
150 Central Park Dr.
L6T 2T9
416/793-4110

Brantford
Amos, David, Econ. Dev. Dir.
Berryman, Lloyd, Dev. Cmsr.
City of Brantford
City Hall
100 Wellington Sq., N3T 2M3
519/759-4150

Cobourg
Liberty, Frankie
Diamond Triangle Econ. Dev. Cmsn.
1011 William St., K9A 4K2
416/372-5481

Fort Erie
Carolyn Bones, Econ. Dev. Off.
Box 1098, Station B, L2A 5N9
416/871-3803

Hamilton
Ghanem, Saad, Econ. Dev. Dept.
Macaluso, Gabe, Bus. Dev. Off.
Rea, Ronald, Bus. Dev. Off.
Reg. Municipality of Hamilton-Wentworth
119 King St. W.
P.O. Box 910, L8N 3V9
416/526-4233 or 4234

Kitchener
Thomson, William, Cmsr.
Bus. Dev. Dept., City of Kitchener
P.O. Box 1118, N2G 4G7
519/885-7814

London
Heron, Douglas, Econ. Dev. Dir.
Corp. of the City of London
300 Dufferin Ave.
P.O. Box 5035, N6A 4L9
416/679-4545

Mississauga
Johnstone, Gordon, Bus. Dev. Off.
City of Mississauga
1st Fl., 1 City Centre Dr.
L5B 1M2
416/279-7600

Oshawa
Nicol, Robert, Econ. Dev. Dir.
Corp. of the City of Oshawa
50 Centre St. S., L1H 328
416/725-7351

Ottawa
Marshall, Wm. A., Pres.
Comm. & Ind. Dev. Corp. of Ottawa-Carleton
222 Queen St., K1P 5V9
613/236-3500

Peterborough
Staub, Shannon, Dev. Dir.
City of Peterborough
500 George St. N., K9H 3R9
705/742-7771

Scarborough
Morand, John D., Cmsr.
Econ. Dev. Dept.
Borough of Scarborough
Civic Centre
150 Borough Dr., M1P 4N7
416/296-7332

Stratford
Johnson, A. Hamilton, Econ. Dev. Dir.
Stratford City Hall, N5A 2LA
519/271-0250

Thunder Bay
Charbonneau, P. R., Gen. Mgr.
Thunder Bay Econ. Dev. Corp.
203-620 Victoria Ave. E.
P7C 1A9
807/623-2711

Toronto

Baxter, Donald M., Exec. Dir.
The Municipality of Metro Toronto
Office of the Chairman
2nd Fl , City Hall, M5H 2N1
416/947-8001

McHugh, Igantius
Ind. Liaison Mgr., Plng. & Dev. Dept.
City of Toronto
18th Fl. East Tower
New City Hall, M5H 2N2
416/367-7570

Whitby

Gervais, Gerard, Commissioner, Econ. Dev. Dept.
Region of Durham
605 Rossland Rd. E., L1N 6A3
416/668-7711

PROVINCE INFORMATION:

Financial assistance to industry:
- Financial & technical marketing assistance
- Provincial loans & incentives for capital projects
- For information, please contact:
  Industrial Development Division
  P.E.I. Department of Industry
  P.O. Box 2000
  Charlottetown, P.E.I. CIA 7N8
  902/892-5445

Tax rates:

Corporate income tax	20%
Personal income tax	52.5% of basic federal
Commercial property tax	$1.50/$100
Non-commercial property tax	$.75/$100
Residential property tax	$.65/$100
Sales tax	10%
Franchise & incorp. tax	none
Inventory tax	none
Gasoline tax	8.3¢/litre
Diesel tax	10.1¢/litre

Advanced education facilities:

Four-year colleges & universities	1
Two-year or junior colleges	2
Vocational & business schools	4

Medical facilities:

Hospitals	6
Clinics	8

Labor analysis:

Civilian labor force	59,000 (1985 avg.)
High-school grads	1,585 (1985)

Environment Controls:

Air & Water Pollution: Prince Edward Island Dept. of Community Affairs, Box 2000, Charlottetown, C1A 7N8, 902/892-0311

POPULATION:

	Census 1981	Estimate 1986
	Thousands	
PRINCE EDWARD ISLAND	122.5	128.0

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
PRINCE EDWARD ISLAND	3.4	38.1	7.56
Charlottetown	1.1	38.0	8.89

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/86)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
PRINCE EDWARD ISLAND	59	9	14.9

(figures are unadjusted for seasonal variation)

Industrial Mix (5/86)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	3.4	38.1	7.56
Food & beverages–SIC 101-109	2.3	38.0	7.24

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Charlottetown 1-5

Railroads

1. Canadian National Rwys.

Airlines

2. Air Bras Dor. Ltd.
3. Air Canada
4. Canadian Pacific Air Lines
5. Canadian Pacific Commuter-Air Atlantic

UTILITIES:

Electric Utility Serving Charlottetown

Maritime Electric Co., Ltd., Box 1328, 134 Kent St., Charlottetown C1A 7N2

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Sand & gravel (metric ton)	475	1,700
Total 1986 (preliminary)		1,700

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Charlottetown	20	65	169

DEVELOPMENT COUNSELORS:

Province Development Agency

Cameron, D. A., Dir.
Prince Edward Island Dept. of Industry
Box 2000, Charlottetown, C1A 7N8
902/892-5445

PROVINCE INFORMATION:

Financial assistance to industry:
- Investment grants and loans
- Special incentives for R & D activities
- Financing at low interest
- Electricity rates
- Tax deductions and credits
- Aid for job training
- No-fee consulting services:
  - Product & market information
  - Site selection, 200 Industrial parks
  - Joint venture partners
  - Licensing agreement

Tax rates:

Corporate income tax	37%
Personal income tax	varies
Personal property tax	$2-$4/$100
Sales tax	9%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.164/litre

Advanced education facilities:

Three-year universities	12
Two-year or junior colleges	84
Vocational & business schools	(12 included in above)

Medical facilities:

Hospitals	236
Clinics	109

Labor analysis:

Civilian labor force	3,234,000
High-school grads.	300,000

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1986
	Thousands	
QUEBEC	6,438.4	6,610.0
Alma	26.2	27.1
Anjou	37.3	39.5
Aylmer	26.7	28.6
Beauport	60.4	64.8
Boucherville	29.7	33.0
Brossard	52.2	58.3
Cap-de-la Madeleine	32.6	32.8
Charlesbourg	68.3	72.6
Châteauguay	36.9	37.8
Chicoutimi	60.1	61.7
Côte-St-Luc	27.5	30.4
Dollard-des-Ormeaux	39.9	44.7
Drummondville	27.3	35.8
Gatineau	75.0	80.7
Granby	38.0	38.9
Hull	56.2	55.0
Jonquière	60.4	59.5
Lachine	37.5	35.5
LaSalle	76.3	78.9
Laval	268.3	284.3
Longueuil	124.3	122.1
Montréal	980.3	971.7
Montréal-Nord	95.0	96.4
Pierrefonds	38.4	42.9
Pointe-aux-Trembles	36.2	NA
Quebec	166.4	155.5
Repentigny	34.4	39.2
Rimouski	29.1	29.9
St. Eustache	29.7	36.7
Ste. Foy	68.9	66.0
St. Hubert	60.5	70.3
St. Hyacinthe	38.2	37.5
St. Jean-sur-Richelieu	35.6	35.5
St. Jèrôme	25.1	23.1
St. Laurent	66.0	69.9
St. Léonard	79.4	83.5
Sept-Îles	29.2	26.4
Sherbrooke	74.1	68.9
Trois-Rivières	50.5	48.8
Valleyfield	29.6	29.2
Verdun	61.3	57.9

Census Metropolitan Areas

	Census 1981	Estimate 1986
	Thousands	
Chicoutimi - Jonquiere	135.1	138.6
Montréal	2,828.3	2,876.0
Québec	576.1	593.8
Trois Rivières	106.0	113.9

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
QUEBEC	493.6	38.8	10.93
Chicoutimi-Jonquière	10.4	38.4	16.94
Drummondville	5.3	37.4	10.33
Montreal	250.1	38.6	10.79
Quebec City	17.4	39.5	10.72
Shawinigan	7.7	37.8	10.76
Sherbrooke	8.4	37.2	9.96
Sorel	5.9	38.9	14.28
St-Hyacinthe	3.7	38.5	10.73
Trois-Rivières	9.6	40.2	13.34

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/86)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
QUEBEC	3,221	336	10.4

(figures are unadjusted for seasonal variation)

*Industrial Mix (5/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	493.6	38.8	10.93
DURABLE GOODS	202.0	40.0	11.14
NONDURABLE GOODS	291.6	37.8	10.77
Food & beverages–SIC 101-109	50.5	37.6	11.43
Tobacco prods.–SIC 150-153	3.8	34.8	19.06
Rubber & plastic prods.–SIC 162-165	13.4	38.9	10.55
Leather prods.–SIC 172-179	8.7	37.1	7.05
Textile prods.–SIC 180-189	27.0	39.1	8.84
Knitting mills–SIC 230-239	9.9	40.4	6.65
Clothing–SIC 243-249	58.5	35.4	7.24
Wood prods.–SIC 250-259	27.3	41.3	9.62
Furniture & fixtures–SIC 261-268	27.4	39.5	7.71
Paper & allied ind.–SIC 271-274	42.6	40.0	15.09
Printing, pub., & allied ind.–SIC 286-289	29.8	35.3	12.31
Primary metal ind.–SIC 291-298	24.9	39.5	15.09
Metal fabricating ind.–SIC 301-309	29.3	39.5	10.87
Machinery, except elec.–SIC 311-318	17.2	37.9	11.31
Transportation equip.–SIC 321-329	33.8	40.5	12.46
Electrical prods.–SIC 331-339	29.5	39.7	11.24
Nonmetallic min. prods.–SIC 351-359	12.6	41.7	12.50
Petroleum & coal prods.–SIC 365-369	3.2	39.7	15.80
Chemicals & chem. prods.–SIC 372-379	26.4	39.7	12.05
Misc. manufacturing ind.–SIC 391-399	17.8	38.2	8.31

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Montreal.

Alma 7
Anjou (M)
Aylmer 3 (Ottawa, Ont.)
Beauport 1 (Quebec)
Boucherville 1 (M)
Brossard 1
Cap de la Madeleine 3 (Quebec)
Charlesbourg 1 (Quebec)
Chateauguay 2 (M)
Chicoutimi 1 (34, 40-42 through Saguenay)
Cote-St.-Luc (M)
Dollard-des Ormeaux (M)
Drummondville 1, 3 (M)
Gatineau 3, 41
Granby 1 (M)
Hull 3 (Gatineau)
Jonquiere 1 (34, 40-42 through Saguenay)
Lachine 1, 3 (M)
LaSalle 2, 3 (M)
Laval (Ville de) (M)
Longueuil 1 (M)
Montreal 1-9, 11, 13-40, 44-53
Montreal Nord 1 (M)
Outremont 2, 3
Pointe-aux-Trembles 1
Pointe Claire 1, 3 (M)
Quebec City 1, 3, 8, 10, 33, 34, 40, 41, 43, 44
Rimouski 1, 12, 34, 44
Ste. Foy 1 (Quebec)
St. Hubert 1 (M)
St. Hyacinthe 1, 3 (M)
St. Jean 1 (M)
St. Jerome 1, 3 (M)
St. Laurent 1 (M)
St. Leonard 1, (M)
Sept-Iles 8, 12, 40, 42
Sherbrooke 1, 3 (M)
Trois Rivieres 1, 3 (Quebec)
Valleyfield 1, 2 (M)
Verdun (M)

Railroads

1. Canadian National Rwys.
2. Conrail
3. CP Rail
4. Delaware & Hudson Railway

Airlines

5. Aeroflot
6. Aerolineas Argentinas
7. Air Alma
8. Air Canada
9. Air France
10. Air Inuit (1985)
11. Air Ontario
12. Air Satellite
13. Alitalia
14. American
15. British Airways
16. Canadian Pacific Air Lines
17. City Express
18. Cubana
19. Czechoslovak Airlines
20. Delta
21. Delta Connection-Business Express
22. Eastern
23. El Al
24. Finnair
25. First Air
26. Iberia
27. Inter City Airways
28. KLM
29. Lan Chile S.A.
30. LOT
31. Lufthansa
32. Mall Airways
33. Nordair
34. Nordair Metro
35. Olympic
36. People Express
37. Piedmont

High-tech

While others were playing cat & mouse with high-tech industries, look who got the lion's share

Attracting the lion's share of high-tech industry to Saint-Laurent was the result of good planning and concerted teamwork by the City. These efforts have benefited industries immensely: providing them with the most favourable conditions and locational choices for implanting and, more importantly, for developing.

Not surprising, the industrial attractiveness of Saint-Laurent has firmly established the city as a high-tech capital on the international market.

So, if you're looking for an industrial location that satisfies all the optimum conditions for growth and development, take a good look at Saint-Laurent.

Industry in Saint-Laurent

satisfaction **guaranteed**

Saint-Laurent
economic
development
corporation

For information:
Charles Robitaille, General Manager, Saint-Laurent Economic Development Corporation
777 Laurentien Boulevard, Saint-Laurent, Quebec, CANADA H4M 2M7 Tel.: (514) 744-7300

Circle 94 on Brochure Service Card

38. Pilgrim Airlines
39. Presidential Airways
40. Quebecair
41. Quebecair-Air Satellite
42. Quebecair-Aviation Quebec Labrador Ltee
43. Quebecair-Les Ailes De Charlevoix
44. Quebecair-Propair
45. Republic
46. Royal Air Maroc
47. Sabena
48. Skycraft Air Transport
49. Swissair
50. TAP Air Portugal
51. USAir
52. Varig
53. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alma — 1e, 5e
Anjou — 5e, 4g
Aylmer — 3g, 5e
Beauport — 5e
Boucherville — 4g, 5e
Brossard — 5e, 4g
Cap de la Madeleine — 5e
Charlesbourg — 5e
Chateauguay — 5e
Chicoutimi — 5e
Cote-St-Luc — 5e, 4g
Dollard-des-Ormeaux — 5e, 4g
Drummondville — 5e
Gatineau — 5e, 3g
Granby — 5e
Hull — 5e, 3g
Jonquiere — 7e
Lachine — 5e, 4g
LaSalle — 5e, 4g
Laval — 5e, 4g
Longueuil — 5e, 4g
Montreal — 5e, 4g
Montreal N — 5e, 4g
Outremont — 5e, 4g
Pierrefonds — 5e, 4g
Pointe-aux-Trembles — 5e, 4g
Pointe Claire — 5e, 4g
Quebec City — 5e
Repentigny — 5e
Rimouski — 5e
Ste. Foy — 5e
St. Hubert — 5e, 4g
St. Jean — 5e
St. Jerome — 5e
St. Laurent — 5e
St. Leonard — 5e, 4g
Sept-lles — 5e
Sherbrooke — 6e, 2g
Trois Rivieres — 5e
Valleyfield — 5e, 4g
Verdun — 5e, 4g

1. Alma Electric System
   Lac St. Jean, Alama G8B 3R1
2. Gas du Quebec
   1717 Du Havre, Montreal H2K 2X3
3. Gazifere Inc.
   71 Jean Proulx, Hull
4. Gaz Metropolitain, Inc.
   1155 Dorchester W.,
   Montreal H3B 3S7
5. Hydro-Quebec
   75 Dorchester Blvd. W., Montreal H2Z 1A4
6. Hydro-Sherbrooke
   1800 rue Roy, Sherbrooke J1K 1B6
7. Jonquiere Electric Service
   1710 Ste.-Famille, Jonquiere G7X 7W7

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	54	207
Copper (kg)	67,045	136,840
Gold (g)	29,464	482,944
Iron ore (metric ton)	13,200	NA
Molybdenum (kg)	400	3,529
Selenium (kg)	224	3,851
Silver (kg)	50	12,643
Tellurium (kg)	9	327
Zinc (kg)	42,000	51,912
Asbestos (metric ton)	515	232,986
Magnesitic dolomite & brucite	NA	5,000
Peat (metric ton)	232	18,440
Quartz (metric ton)	821	15,914
Soapstone, talc, pyrophyllite	40	3,370
Sulfur in smelter gas (metric ton)	32	9,431
Clay products	NA	31,783
Cement (metric ton)	3,231	200,700
Sand & gravel (metric ton)	26,023	NA
Stone (metric ton)	32,918	153,024
Total 1986 (preliminary)		2,275,750

CLIMATE:

	Mean Temp. F		Average No. of Days of Precipitation
	Jan.	Jul.	
Montreal	16	71	164
Quebec	11	67	164
Sherbrooke	15	68	170

DEVELOPMENT COUNSELORS:

Province Development Agency

Jones, Robert G., Dir.
Investment Promotion Service
Dept. of Industry & Commerce
Gov't of Quebec
770 Sherbrook St., W., 8th Fl.
Montreal H3A 1G1
514/873-3530

Areas & Others

Becancour
LeClerc, Roland, Gen. Dir.
Ind. Park Society of Central Quebec
1000, 7e rue, G0X 1B0
819/294-6656

Hull
Lavoie, Michel, Econ. Dev. Dir.
Société d' aménagement de l'Outaouais
Maison du Citoyen, 25 rue Laurier
P.O. Box 1666, J8X 3Y5
819/770-1500

Longueuil
Dupuis, Louis, Gen. Dev. Cmsr.
Econ. Dev. Office
City of Longueuil
777, rue d'Auvergne
P.O. Box 5000, J4K 4Y7
514/651-1300

Montreal
Bigsby, Stephen, Econ. Expan. Dir.
Montreal Urban Community
Bur. 1210-Ed. Place Mercantile
770 rue Sherbrooke W.
P.O. Box 16, H3A 1G1
514/872-6996

Birchall, Ray
Bus. Dev. & Promo. Off.
CN Rail
P.O. Box 8100, H3C 3N4
514/877-4592

Girard, Ghislain, I.
Industry, Trade & Tourism
23rd Fl., 1 Place Ville Marie, H3B 3M6
514/873-3050

Lebrun, Francois
Ind. Dev. Society of Quebec
Bureau 4205, Tour de La Bourse
C.P. 276, H4Z 1E8
514/873-4375

Quebec
Joncas, Andres, Dir.
Office of Municipal Econ. Dev.
City of Quebec
1195 rue St. Jean, G1R 4J3
418/691-6116

Repentigny
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Econ. Dev. Corp. of Repentigny, Charlemagne, Le Gardeur
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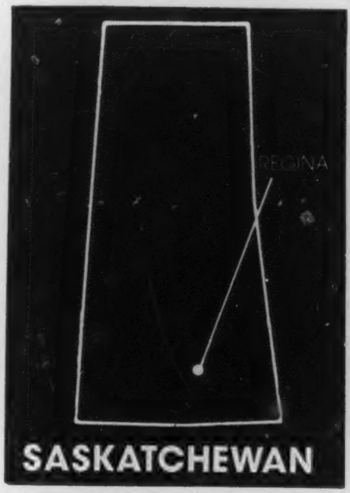

PROVINCE INFORMATION:

Financial assistance to industry:
Cost-shared mkt. & feasibility studies
Financial incentives for innovation & product development

- Financial incentives for new plants & expansions
- Financial assistance for market development
- Specific financial assistance to technology related companies

Tax rates:

Corporate income tax ....small bus.: 10% no corp. tax on mfg. income
Personal income tax .... combined federal & provincial based on sliding tax scale commencing at $12,014 with a tax rate of $74 + 6.09% up to an income of $62,667 with a tax rate of $25,238 + 58.07% on excess
Sales tax..5%
Incorp. & franchise tax ....none
Inventory tax ....none
Gasoline tax..................................none

Advanced education facilities:

Universities	2
Institutions of applied arts & sciences	4
Community colleges	14
Vocational & business schools	25

Environment controls:

Air & water pollution; Dept. of the Environ., 3085 Albert St., Regina, Saskatchewan F4F 0B1, 306/787-6113

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1986
	Thousands	
SASKATCHEWAN	968.3	1,019.7
Moose Jaw	33.9	35.1
Prince Albert	31.4	34.4
Regina	162.6	173.9
Saskatoon	154.2	172.6

Census Metropolitan Areas

	Census 1981	Estimate 1986
	Thousands	
Regina	164.3	175.6
Saskatoon	154.2	172.6

LABOR:

Manufacturing Payrolls

*Average Hours and Earnings (5/86)**

	Employment Thousands	Weekly Hours	Hourly Earnings $
SASKATCHEWAN	19.8	36.7	12.00
Regina	6.3	37.0	12.90
Saskatoon	7.3	37.4	11.83

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/86)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SASKATCHEWAN	485	36	7.4

(figures are unadjusted for seasonal variation)

Industrial Mix (5/86)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	19.8	36.7	12.00
DURABLE GOODS	8.7	37.3	11.78
NONDURABLE GOODS	11.1	36.1	12.22
Food & beverages–SIC 101-109	5.2	35.8	12.42
Wood–SIC 251-259	1.1	35.2	10.73
Printing, pub., & allied ind.–SIC 286-289	2.9	33.0	10.26
Metal fabricating ind.–SIC 301-309	1.2	37.8	11.94
Machinery, except elec.–SIC 311-318	1.8	35.7	10.53
Electrical prods.–SIC 331-339	1.3	39.4	12.20
Nonmetallic min. prods.–SIC 351-359	1.2	40.2	11.80
Petroleum & coal prods.–SIC 365-369	0.5	38.6	16.98

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Moose Jaw 1, 2 (Regina)
Prince Albert 1, 2, 5
Regina 1-6
Saskatoon 1-6

Railroads

1. Canadian National Rwy.
2. CP Rail

Airlines

3. Air Canada
4. Frontier Airlines
5. Norcanair
6. Pacific Western

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Moose-Jaw — 1eg
Prince Albert — 1eg
Regina — 1eg
Saskatoon — 2e, 1g

1. Saskatchewan Power Corp.
2025 Victoria Ave. Regina S4P 0S1

2. Saskatoon Electric Dept.
414 Ave. B South. Saskatoon
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RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	5	20
Copper (kg)	3,455	7,051
Gold (g)	15	245
Selenium (kg)	8	144
Silver (kg)	3	671
Tellurium (kg)	NA	12
Uranium (kg)	6,532	447,376
Zinc (kg)	3,213	3,972
Peat (metric ton)	17	2,485
Quartz (metric ton)	122	NA
Salt (metric ton)	442	25,397
Sodium sulfate (metric ton)	NA	29,315
Sulfur, elemental (metric ton)	7	770
Coal (metric ton)	8,270	100,000
Natural gas (thous. m^3)	2,113	118,334
Natural gas by-products (m^3)	176	16,433
Petroleum, crude (m^3)	11,544	1,269,785
Clay products	NA	4,060
Cement (metric ton)	NA	20,007
Sand & gravel (metric ton)	10,675	26,050
Total 1986 (preliminary)		2,572,809

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SOURCES

LISTING OF PLANT LOCATION INFORMATION CATEGORIES WITH SOURCE MATERIAL

STATE INFORMATION:

Information supplied by state and provincial departments of economic/industrial development.

DEVELOPMENT COUNSELORS:

U.S.: *Plant Location* internal sources.

Canadian: Membership list of the Industrial Developers Assn. of Canada (350 Sparks St., Ste. 602, Ottawa, Ont. K1R 7S8).

Ports: Membership list of the American Assn. of Port Authorities Inc. (1010 Duke St., Alexandria, VA 22314).

FTZs: Roster of the U.S. Foreign Trade Zone Board (U.S. Dept. of Commerce Bldg., Washington, DC 20230).

POPULATION:

Cities over 25,000/ Metropolitan Statistical Areas (MSAs)*: Census figures for U.S. are from *1980 Census of Populations, Final Reports*, Number of Inhabitants PC (1)A Series C3.223/5:970/1A through 58A (Bureau of the Census, U.S. Dept. of Commerce). Canadian census figures are from *1981 Census of Canada*, Catalogue 92-754 (Statistics Canada, Ottawa K1A 0T6). Estimates for 1986 are from *Sales & Marketing Management Survey of Buying Power*, July 1986 (copyright 1986, further reproduction prohibited).

*MSAs are metropolitan areas with a large population nucleus (a city with 50,000 or more inhabitants, or a census bureau-defined urbanized area of at least 50,000 inhabitants and a total MSA population of at least 100,000) and with adjacent communities having a high degree of economic and social integration with that nucleus. They include a central county or counties and possible adjacent counties with at least 50% of their population in the urbanized area. (Note: Effective June 30, 1983, the U.S. Office of Management & Budget changed the basic term for standard metropolitan area from SMSA to MSA, revised the geographic definitions of many areas, and defined some new areas. Due to these changes, this year's MSA population figures do not necessarily compare with those of previous years.)

Primary Metropolitan Statistical Areas (PMSAs) are separate areas designated within metropolitan areas of 1 million-plus inhabitants if separate criteria are met.

New England County Metropolitan Areas (NECMAs) are unofficial areas in New England broken down by counties (instead of by cities and towns) and conforming with MSA criteria.

LABOR:

Manufacturing Payrolls/Unemployment: Figures from *Employment & Earnings*, Oct. 1986, Vol. 33, No. 10 (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212).

Industrial Mix: Bureau of Labor Statistics (Government Accounting Office Bldg., 441 G Street, N.W., Washington, DC 20212).

Area Wage Survey: *Area Wage Survey Bulletins* (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212).

TRANSPORTATION:

Railroads: *The Official Railway Guide North American Freight Service Edition*, Jan./Feb. 1987, Vol. 119, No. 4; and *The Pocket List of Railroad Officials*, 4th Quarter 1986, (National Railway Publication Co., 424 W. 33rd St., New York, NY 10001).

Airlines: *North American Travel Planner & Hotel/Motel Guide*, Winter 1985, Vol. 27, No. 4 (Official Airline Guides, Inc. 2000 Clearwater Dr., Oak Brook, IL 60521).

UTILITIES:

Electrical: *Electrical World Directory of Electric Utilities*, 1986-87 Edition (McGraw Hill Book Co., 1221 Ave. of the Americas, New York, NY 10020).

Gas: *Brown's Directory of North American Gas Companies*, 1985 Edition (Harcourt Brace Jovanovich, 1 E. 1st St., Duluth, MN 55802).

RAW MATERIALS:

U.S.: Mineral Industry Surveys (U.S. Dept. of the Interior, Bureau of Mines, 2401 E. St., N.W., Washington, DC 20241).

Canada: *Canada's Mineral Production*, Catalogue No. 26-202 (Energy, Mines & Resources Canada, Ottawa K1A 0T6).

CLIMATE:

U.S.: *Climatography of the U.S., No. 81, Monthly Normals of Temperature, Precipitation, & Heating & Cooling Degree Days 1951-1980*, U.S. Dept. of Commerce, National Climatic Center.

Canada: Canada Year Book (Statistics Canada, Ottawa K1A 0T6).

Explanatory note: The degree-day unit used in the U.S. represents a difference of 1° between the mean temperature of a given day and a given standard temperature. In heating, the degree-day units for a given day are the number of degrees that the mean temperature for that day is below 65° F.

Key to abbreviations:

NA	Not available
Cty.	County
Ind.	Industrial, industry
Comm.	Commerce, community
Coord.	Coordinator
Cmsn./Cmsr.	Commission/Commissioner
Auth.	Authority
Kg	Kilogram
g	Gram
Reg.	Regional, region
Mgr./Mgt.	Manager/Management
Op.	Operation
Plnr./Plng.	Planner/Planning

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Hannover

The City of Hannover, West Germany, is rapidly emerging as one of Europe's foremost commercial centers. Almost every facet of Hannover's business community is experiencing rapid and prosperous growth. Much of this growth is the direct result of an aggressive economic expansion program recently instituted by the city's Department of Economic Development. This initiative has resulted most significantly in the creation of a number of sophisticated industrial and commercial complexes. Foremost is Medical Park Hannover, West Germany's premier research and development park for companies in medical technology, biotechnology, pharmacology, biochemistry, and related areas. The Kronsberg Commercial Park, a unique mixture of commercial and residential development, numbers among its tenants IBM, which has established its largest manufacturing facility outside of the United States there. Also plans are in the offing for the establishment of an aerospace industry commercial park on a one hundred and eighty five acre site adjacent to the Hannover-Langenhagen International Airport. The airport itself, one of Europe's most modern, is also engaged in a major expansion effort. Another reason for the city's newfound prosperity is its role as host of the world's preeminent computer and telecommunications fair, CeBIT, the world's largest industrial fair, and Europe's foremost biotechnology show, Biotechnica. When one considers these developments, along with the city's rich tradition, excellent demographics, breathtaking natural attributes, and central location, it is easy to understand why companies worldwide are focussing on Hannover as an ideal site for expansion and investment.

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NEW ENGLAND

CONNECTICUT

17 **New Haven, CT** Select Greater New Haven packet — an extensive overview of the New Haven metro area that includes a representative list of available properties for lease or sale.

16 **Waterbury, CT** Free information packet including statistical profile of the outstanding resources available in Waterbury. Information on the largest urban enterprise zone in Connecticut and the benefits and incentives associated with it. Information on state-sponsored industrial parks, as well as available assistance on site selection. Site planning investment incentives and financing, and much, much more. See why Waterbury is the place to be!

MID ATLANTIC

NEW JERSEY

18 **Federal Business Centers, NJ** Developer of Raritan Center has office, high-tech, and distribution buildings in Edison, just 30 minutes from New York City in a prestigious environment. Over 300 firms are here at NJ Turnpike Exit 10 and I-287. Color brochure.

20 **Monmouth County, NJ** Info. packet contains key area facts, a listing of major industrial parks, and color brochure, "Monmouth County: A Special Kind of Living."

19 **Pureland Industrial Complex, NJ** Send for free brochure describing South Jersey's largest and fastest-growing industrial park, which offers transportation availability, highway access, and an extensive amenity package (including a wildlife preserve) on its 3,000 acres. Find out why national and international companies are relocating to Pureland.

NEW YORK

25 **Broome County, NY** Capture the major markets in the Northeast and Canada. Consider a strategic move to Broome County, NY. IBM, The Singer Company's Link Flight Simulation Division, Endicott Johnson, General Electric's Aerospace Control Systems, Universal Instruments, a Dover Technologies Company and many others already have. They chose Broome County for all the right reasons... location; quality of life; low operating costs; ready, willing and able work force. In addition, Broome County has one of the highest concentrations of skilled electronics workers in the country.

21 **New York State Electric & Gas** — Our cost-free plant location service is provided on a confidential basis to any expanding business. Includes a comprehensive inventory of 235 industrial sites and 90 available industrial buildings. We will provide you with financing alternatives, wage rates, tax incentives, construction costs, labor availability, and other data you need to make a wise business decision. Contact Richard D'Attilio, 607/729-2551.

24 **Oswego County, NY** Find out why such firms as Miller Brewing, Nestle, Owens-Illinois, Schoeller Technical Papers, Alcan among others are located here in Central New York. Write to receive a copy of our Economic Guide and learn why your firm should be here, too. Or, call 315/343-1545.

26 **Rochester Gas & Electric Corp., NY** In the heart of one of the nation's most water-rich regions, Rochester offers an abundant supply of clean water and excellent sewer systems.

23 **Sullivan County, NY** only 1½ hours from NYC, wants you to give us the business. Information packet includes socio-economic data, financing, business resource guide, and color brochures on what to see and do in our beautiful Catskill Mountains, like play on one of our 40+ golf courses!

PENNSYLVANIA

31 **Easton Area Industrial Land Development, PA** Color brochure describes available land and pertinent information on this area located 2 hours away from New York City and Philadelphia.

30 **Lehigh County, PA** The Plant Location Survey contains constantly updated information, anticipating the informational needs of business and industrial executives, and providing answers to most of the questions asked by individuals not familiar with the Lehigh County area of Pennsylvania.

13 **Peoples Natural Gas, PA** (part of the Consolidated Natural Gas System) provides eight key services including site recommendations to firms considering new or expanded facilities in southwestern Pennsylvania.

7 **Greater Wilkes-Barre, PA** — you should see us now! Contact the Greater Wilkes-Barre Partnership, Inc. about the northeast's most profitable combination of: Economical overnight delivery to one-third of the nation's population; skilled labor force with a strong work ethic; abundant surplus of water and low cost energy; high-quality, low-cost lifestyles with ideal recreational activities in the nearby Pocono Mountains; highly rated educational facilities ranked within the top 10% of the nation; sixth lowest crime rate in the United States. To find out much more Wilkes-Barre has to offer, call Gary Boam toll free: 800/331-0912. In PA call collect 717/823-7728. Or write Gary Boam at the The Greater Wilkes-Barre Partnership, Inc., Ste. 600, Dept. PL 1987, 69 Public Square, Wilkes-Barre, PA 18701-2505.

29 **Williamsport-Lycoming County** is your vantage point for growth: a strategic, central location in the Northeast Corridor; convenient transportation by rail, air, and interstates; a low-cost, highly-skilled labor force and advanced technology training facilities; availability of low interest financing; a diverse industrial community; abundant resources; and superb quality of life. Send for free literature and quarterly publication.

SOUTH ATLANTIC

FLORIDA

11 **Arvida Corporation, FL** From sites for corporate headquarters to affordable housing for corporate employees, Arvida offers a broad range of opportunities in commercial/industrial real estate. Arvida's experience and expertise, coupled with knowledge of the community, give the Arvida client quality locations in which to create a successful business atmosphere.

3 **Building Costs** CSX Transportation offers a new 36-page brochure detailing building costs and construction data on 24 warehousing and manufacturing facilities in eastern, midwest, and southeastern states.

39 **State of Florida** Florida invites you to build your future where the future is. Fact sheets and brochure highlight info on business climate, taxes, manpower, sites and utilities, and more.

36 **Gainesville/Alachua County, FL** offers a complete packet of economic information covering taxes, transportaion, labor, financing, utilities, and industrial sites.

2 **Lakeland, FL** Concise brochure gives industrial locators the hard-hitting facts on Lakeland's offerings to businesses . . . like temperate climate, enjoyable lifestyle, and almost limitless water supply.

38 **Orlando Central Park, FL** Brochure describes a 4200 acre development including executive, distribution, light manufacturing and commercial facilities.

37 **Washington County, FL** "Florida's Land of Plenty!" has enterprize zone for extra benefits to new business/industry. Find out why Washington Countains take pride in their home and want to share it with others.

GEORGIA

41 **Savannah Economic Development Partnership, GA** Our principal reference, "The Savannah Site Selector's Man-

nual," reflects the no-nonsense resolve of our department initiative. It cuts to the answers. Also: the "Professional Assistance" and "Facility Location Assistance" guides. Call Kevin Shea, 1-800-722-8044 (in Georgia 1-800-262-8525)

MARYLAND

42 **State of Maryland** Comprehensive publications and services are offered to businesses interested in the state. Available information includes socio-economic data, cultural information, financing, industrial properties, taxes, foreign trade zones, enterprise zones, business regulations, etc.

NORTH CAROLINA

44 **Charlotte, NC** Where America first discovered gold, it's now discovering wealth. Discover Charlotte. 90 minutes by air from New York. Chicago and Miami. One day away by truck. Plus, a new airport offering direct and non-stop access to over 100 cities. Discover a utility cost structure among the lowest in the nation. Low taxes. A local labor force exceeding 670,000 in a right-to-work state ranking dead last in work stoppages. Call Bill Millett at 704/377-6911.

46 **Gaston County, NC** "The Lure of Gaston County" includes the growing Charlotte-Gastonia-Rock Hill metro area, business attributes to improve your bottom line, and lifestyle amenities to tickle any fancy. Send for our "bait!"

45 **State of North Carolina** "The North Carolina Story" explains why NC has led the Southeast in industrial growth in recent years. Industrial data file contains facts on financing, manpower, transportation, energy, legal aspects and lifestyles.

VIRGINIA

9 **American Electric Power** Outstanding opportunities for manufacturiers locating in southwestern Virginia. Get community profiles on Roanoke, Lynchburg, and other attractive areas along with the Location Assistance Kit from American Electric Power.

49 **Henrico County, VA** One of only ten counties in the entire U.S. to receive AAA bond ratings from both Moody's and Standard and Poor's. Henrico is a locality that takes its business as seriously as you take yours. Send for more information about this beautiful area.

48 **Virginia Beach, VA** offers choice sites and buildings for R&D, distribution and light industry. Data sheet contains tax, labor, financing, quality of life facts and figures.

WEST VIRGINIA

9 **American Electric Power** Confidential assistance on 23 counties served by two operating subsidiaries of the AEP System. Get information on tax programs, financial incentives and other data in our Location Assistance Kit.

EAST NORTH CENTRAL

ILLINOIS

52 **Central Illinois Light Company** CILCO serves central and east central Illinois with electricity and natural gas. The area offers abundant resources for business relocation and expansion. For information about incentive rates and available buildings and sites, circle # or call 309/672-5015.

51 **Commonwealth Edison, IL** Everything you need to grow is available in northern Illinois — including abundant domestic fuels and a steady power supply.

50 **Northern Illinois Gas** Informative folder contains information on rates, territory, and facts about natural gas, as well as an annual report.

Northern Illinois Industrial Dev. Corp. Call for complete information packet containing market data, labor, transportation, taxes, resources, and industrial sites availability. Call collect 815/224-4833.

INDIANA

9 **American Electric Power** Our Location Association Kit pinpoints programs available to help you locate in northeastern Indiana. It will also tell you how to obtain confidential and expert assistance for your expansion plans.

54 **The Greater Fort Wayne Chamber of Commerce, IN** We're out to get more than just your attention. We're out to get your business. To learn more about our area and how you can become a part of this growing center for applied technology, call or write: David G. Brown, Vice President, Business and Industrial Development Group, at the Chamber.

55 **Indiana Department of Commerce** "Indiana. We'll help you make it" gives key facts about Indiana's many advantages from low taxes to transportation, and outlines innovative economic development programs in labor training, financial, and regulatory assistance.

53 **Northern Indiana Public Service Company** This area has the resources, the facilities, and the know-how to support a wide variety of commercial and industrial businesses. Let Northern Indiana Public Service Company provide you with an information packet to help you make your location decisions. For information, call Ed Bowles, Director of Area Development, at 800/262-6477. Or write him at Northern Indiana Public Service Co., 5265 Hohman Ave., Hammond, IN 46320.

MICHIGAN

9 **American Electric Power** Confidential assistance in southwestern Michigan available from two operating companies of the American Electric Power System. Get our Location Assistance Kit which tells you how to start your search and what to look for

90 **Consumers Power Co., MI** has in-depth info. on Michigan cities: facts and figures to give you an eye-opening look at what your competitors may be missing and personal site selection assistance to help you find exactly what you need. If your are future-oriented, call Richard R. Surbrook at 517/788-0345.

OHIO

9 **American Electric Power** Two operating subsidiaries serve 60 of the 88 counties in Ohio. Get community profiles and our Location Assistance Kit to provide you with details on many attractions available.

56 **Cincinnati Gas & Electric, OH** Once you have seen the alternatives. you will see the advantage in Greater Cincinnati. Write for "The Greater Cincinnati Advantage."

58 **Toledo Edison, OH** Centrally located within a two-hour drive of the nation's manufacturing core. Toledo gets shipments there "just in time." Send for descriptive brochure.

EAST SOUTH CENTRAL

ALABAMA

59 **Alabama Power** Our Economic Development Department can provide at no cost the information on Alabama needed by you and your company for a site selection decision. This information will be provided on a confidential basis to the inquirer.

60 **Dothan-Houston, AL** "Our Accent is on Living." A complete community profile outlining the advantages of doing business in southeast Alabama, including population data, transportation, labor and wages, utilities, taxes, financing industrial park maps and quality of life information.

KENTUCKY

9 **American Electric Power** Get information on available buildings, training assistance and financial programs in eastern Kentucky. This and other data available in the Location Assistance Kit from American Electric Power.

61 **Commonwealth of Kentucky** Let us show you how Kentucky is on the move. Extensive information available on available sites, taxes, economic data, enterprise zones, manpower, and more. Circle our number for more information.

TENNESSEE

9 **American Electric Power — Kingsport** Get information on Kingsport — a dynamic and attractive area in northeastern Tennessee. American Electric Power's Location Assistance Kit will help you get your search started.

WEST NORTH CENTRAL

KANSAS

64 **Concordia, Kansas** All the information and assistance necessary in choosing a plant location. You cannot afford not to explore Concordia.

65 **Kansas Gas and Electric Company** provides electric service to more than 100 towns and cities, including Wichita, in south central and southeast-

ern Kansas. Information on all population centers — including confiential assistance and contacts with appropriate state and community development agencies — is available through the company's Area Development department. For additional information, contact Bill Underkofler, Manager Area Development, KG&E, The Electric Company, P.O. Box 208, Wichita, Kansas 67201. Phone 316/261-6986 or 1-800-527-2495 (toll free) from outside Kansas.

MINNESOTA

66 St. Paul Port Authority, MN St. Paul Energy Park, a brochure describing this unique, mixed-use light industrial park midway between the St. Paul and Minneapolis CBI's. The PA offers sites and financing anywhere in St. Paul.

NEBRASKA

14 Union Pacific Realty, NE Upland Industries Corporation and its affiliates, Standard Realty and Development Company and Missouri Improvement Company, are your resources for land and buildings to meet your specific site, space, and operational requirements throughout the West. We can bring together the right mix of real estate counselors and contractors to accommodate your needs for one or more industrial, commercial or office buildings, or unique developments in rural, suburban, or urban settings.

TEXAS

77 Abilene, TX complete information on a package deal in the heart of Texas with available sites and buildings, a favorable tax structure, wage and benefit data, and other pertinent amenities for manufacturers. Ask for the facts on the Profit Center of the Southwest.

12 BEDCO, TX Executive Review—A six-page statistical digest of location information on Southern Brazoria County, Texas. Plant location service in confidence from BEDCO, in Texas' Coastal Heartland.

75 Central Power & Light, TX Free and confidential plant location services, including information on sites, wages, taxes, financing, available buildings, training and community data. Write for a free Industrial Data Guide.

74 East Texas "The East Texas Story" gives a region-by-region overview of the area and offers specific demographics for representative communities.

80 Farmers Branch, TX Fact sheets on transportation, taxes, demographics and industrial sites explain why nearly half of Fortune 500's top companies have located in Farmers Branch.

79 Greater Waco Chamber of Commerce Waco has the location, facilities, large industrial tracts, tax benefits, and training available to assist in your business expansion. Send for free information.

1 Pueblo West, CO Just recently, the State of Colorado made the Pueblo West area one of the State of Colorado's "Enterprise Zones," which offers additional advantages to companies such as yours. Pueblo West now can offer three basic tax incentives to prospective industries. They include a $500 state tax credit or refund for each new job created in a zone; triple the state's present 1% investment tax credit; and an exemption from state sales taxes on up to $10 million on manufacturing equipment used in the zone.

NEW MEXICO

85 Albuquerque, NM Complete brochure kit includes data on energy, transportation, plants, and community life, as well as an industrial directory of products and available services.

CALIFORNIA

88 Riverside, CA Accurate and timely information profiling business opportunities in the country's fastest-growing metropolitan county. A Southern California area rich in historical heritage and potential for the future.

U.S. TERRITORIES

92 Puerto Rico Find out why Puerto Rico has been selected for over 1,000 plants, including 459 leading U.S. and worldwide manufacturing operations that demand state-of-the-art resources.

WEST SOUTH CENTRAL

ARKANSAS

71 Arkansas Industrial Development Commission According to information in a recent publication of the Bureau of Labor Statistics, Employment, and Earnings, Arkansas received the top ranking in the southern region of the United States for manufacturing gains. Find out more in available Arkansas Industrial Development Commission brochures: "Just the Facts," "Education and Training," "Labor and Productivity," "Transportation," "Finance and Taxation," "Services to Established Industries," and "The Life. The Land."

70 Arkansas Power & Light Send today for your free POWER KIT from AP&L. It's an executive's guide telling how to turn our benefits into powerful advantages for you. Write Steve Strickland, Manager, Business Development, P.O. Box 551, Little Rock, AR 72203, or call 501/377-4440.

OKLAHOMA

91 State of Oklahoma Send for information regarding Oklahoma's new tax law eliminating property tax on industry. Also, brochure describing Oklahoma's best-in-the-nation Vo-Tech program for new and established industry.

72 Oklahoma Natural Gas Brochure gives reasons why your firm should share in the energy, enthusiasm, and enterprise that are available in Oklahoma.

MOUNTAIN

ARIZONA

8 Salt River Project, AZ State commitment to high technology, a large pool of technical workers, an engineering research center, and a 320-acre research park are just a few reasons why 43% of the manufacturing workers in "Sun Valley" are in high tech.

81 Tucson, AZ Find out why one of the nation's fastest-growing employment centers is "Better For Living . . . Better For Business." Send for graphic full-color brochure and area economic/demographic data.

82 Valley National Bank, AZ Our brochure will provide the economic data on Arizona for business analysis, and our personnel will provide confidential searches for expansion or relocation sites.

COLORADO

83 ECO Aurora Assistance is provided, confidentially and at no cost, to developers, start-up companies, public agencies, neighborhood organizations, and businesses considering expansion or relocation to Aurora, Colorado. Information includes demographic advantages, technical and financial assistance available, business statistic comparisons for U.S. cities over 25,000 in population, and a color brochure about lifestyle, business, and government in Aurora.

(Continued from pg. 26)

one, then the option of selective staff relocation evaluations can be considered. These evaluations are typically in the management and supervisory categories; the factory and clerical workforce will naturally be replaced because of the economics of the situation. In any case, it is a management prerogative to conduct the evaluations and to make the appropriate decisions.

It is quite obvious that the planning of a new facility, regardless of its location, affords management with a myriad of improvement opportunities beyond the basic physical design. It is a perfect time to re-evaluate the entire operating philosophy and practice of the company, and to incorporate as many changes as management deems both appropriate and necessary and as fall into the budgetary capabilities of the company.

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3. Space with a minimum of 10,000 available square feet.

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____
County ________

(2) Leasing agent:

Company ____________________
Contact ____________________
Address ____________________
____
Telephone ________

(3) What is the primary function of the facility?

_____Commercial
_____Office
_____Professional
_____Warehouse
_____R&D
_____Service/Distribution
_____Light Industrial
_____Mixed Use
_____Other__________

(4) This property is available for (circle one): Sale Lease Either

Price: Per square foot________ Per month ________ Per year ________
Availability: Size of space ________ Date available ________

Comments: ____________________
____

Form completed by:

Name ____________ Title ____________
Company ____________________
Address ____________________
____
Telephone ________

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Important—Must Complete to Qualify

1. What is your company's primary business at your location? (Check one)
☐ **10** Shipper (shipper of raw materials and/or manufactured products in bulk; Includes manufacturers, wholesalers, mail order houses, chain stores, and retailers)
☐ **20** Railroad Carrier
☐ **30** Water Carrier
☐ **40** Motor Freight Carrier
☐ **50** Air Carrier
☐ **60** Freight Forwarder, Consolidator, NVOCC, Shipping Agent
☐ **70** Terminals, Ports, and Port Authorities
☐ **80** Supplier to the industry, Leaser of Equipment, Consultant or Insurer
☐ **85** Government and/or Libraries
☐ **90** Others allied to the field? Please specify ________________

2. What best describes your business function title? (Check one)
☐ **10** Corporate Management (includes Directors, Owners, Chairmen, Presidents, Vice Presidents, and Corporate Officers)
☐ **20** Operating Management (includes Assistants to Corporate Officials. Plant Office, Factory, Production and General Managers, and their assistants)
☐ **30** Traffic & Physical Distribution Management (includes all Traffic, Physical Distribution and transportation managerial titles and their assistants)
☐ **40** Engineering (includes Packaging, Consulting, Industrial, Material Handling and Plant Engineers)
☐ **50** Sales and/or Marketing
☐ **70** Purchasing
☐ **90** Other, please specify ________________

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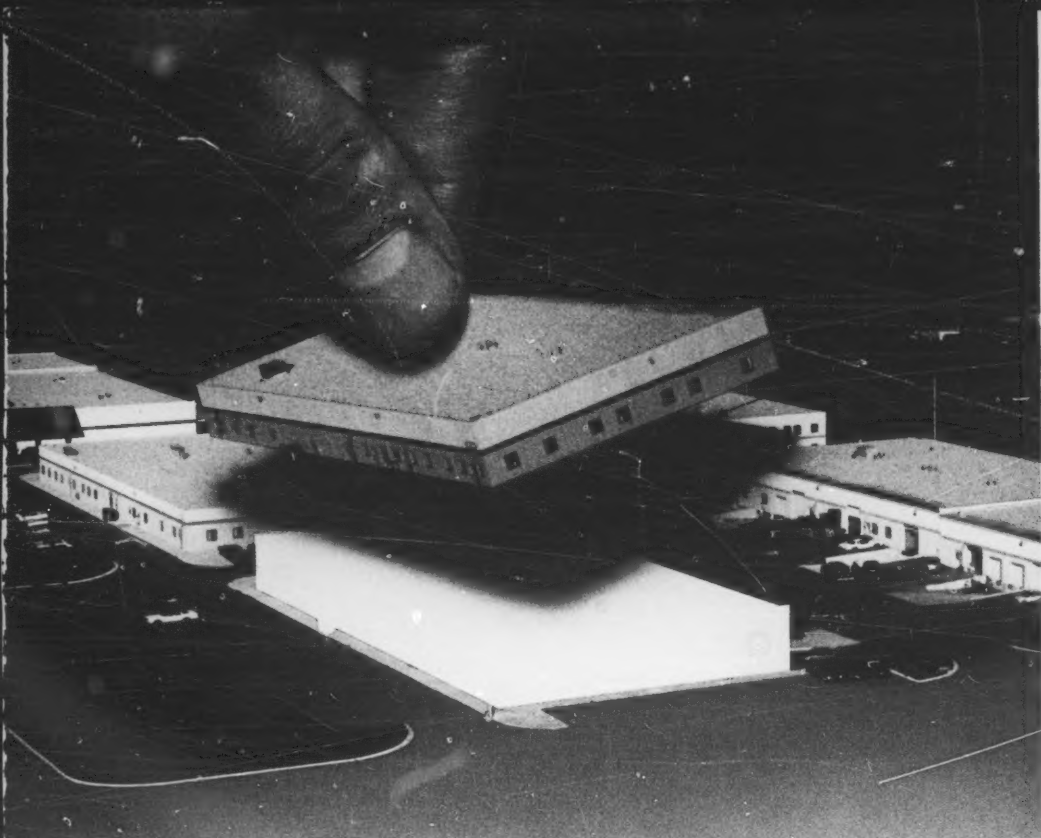

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